FINANCIAL TIMES

PUBLISHED IN LONDON AND FRANKFURT

No. 28,458 Thursday April 30 1981 ***25p

CONTINENTAL SELLING PRICES: AUSTRIA Sch 15; BELGIUM Fr 28; DENMARK Kr 6.00; FRANCE Fr 4.50; GERMANY DM 2.0; ITALY L 800; NETHERLANDS Fl 2.0; NORWAY Kr 6.00; PORTUGAL Esc 50; SPAIN Pta 75; SWEDEN Kr 6.00; SWITZERLAND Fr 2.0; EIRE 35p; MALTA 25c

NEWS SUMMARY

GENERAL

Sutcliffe plea delays trial

Peter Sutcliffe, the 34-year-old Bradford driver accused of murdering 14 women in the North of England is to face a jury trial at the Old Bailey next week.

Proceedings were confused at yesterday's opening of the trial, without jury, when he pleaded not guilt to murder, but, claiming diminished responsibility, to manslaughter of the 14. He pleaded guilty to attempting to murder seven other women.

His pleas prompted two hours of legal argument on the future course of the case. The jury will be asked to decide whether they accept the diminished responsibility plea.

Syria moves in air missiles

Syria moved Soviet-made SAM-6 anti-aircraft missiles into East Lebanon in response to the destruction of two of its helicopters by Israeli jets over the besieged Christian town of Zahle.

The U.S. has urged Moscow to use its influence with Syria to prevent an all-out war with Israel. Earlier news, Page 4

New pay-TV plan

The BBC and British Aerospace are working on a satellite project that could bring a new system of pay-television in Britain by 1985.

Gold rescue bid

The Defence Ministry has approved a plan to try to raise £50m of gold bullion in a British cruiser sunk by a U-boat in the Murmansk Sea in 1942. Two-thirds of the gold belongs to the Soviet Union, the rest to Britain.

Flixborough fate

Flixborough, the chemical plant reopened two years ago at a cost of £35m after a 1974 explosion that killed 28, is likely to close. Page 8

Botham for trial

England cricket captain Ian Botham, 25, elected to go for trial when charged at Scunthorpe with assaulting a 19-year-old naval apprentice.

Hess back inside

Rudolf Hess, 87, Hitler's former deputy, returned to Spandau Prison, Berlin, after three weeks' treatment for pneumonia in a British military hospital.

Elton's prize

Spike Milligan's collection of 232 Goon Show radio scripts fetched £14,000 at a Christies' auction. The buyer: pop musician Elton John, who will have to pay an extra 11.5 per cent perimum and VAT.

Prince dies

Saudi Arabian Prince Abdul Aziz Feisal, 26, a post-graduate student at Magdalen College, Oxford, has died of a heart attack at his Oxfordshire country house.

Doctor guilty

Dr. Deb Baran Ghosh of Wimbledon was fined £1,000 at St. Albans for tricking women into paying him for National Health service abortions.

Briefly . . .

World champion tenpin bowler Jerry Bugden died in Paris from head injuries after an Easter bathtub fall.

Turkish prosecutor demanded death for former deputy premier Alpaslam Turkes and 219 members of his nationalist party accused of armed uprising.

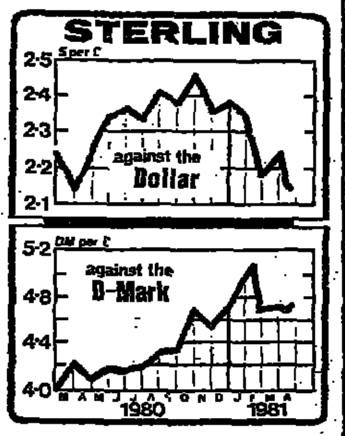
Zimbabwe barred Irish Rugby club Greyhounds for sporting links with South Africa.

Fourteen were killed and 37 injured in a Sydney nursing home fire.

BUSINESS

Sterling off 1.45c; Dollar up sharply

● STERLING lost ground against the dollar, losing 1.45c to \$2.1425, the lowest UK close since early April last year. But it improved against European currencies, closing at DM 4.7375 (DM 4.7125), and FFr 11.2325 (FFr 11.1625). Its trade-weighted index finished at 98.9 (98.7). Page 36



● DOLLAR rose sharply, reflecting interest rate increases, to close at DM 2.2110 (DM 2.1850), SwFr 2.0210 (SwFr 1.9875), Y214.65 (Y213.25) and L1,099½ (L1,089½). Its trade-weighted index rose from 102.6 to 103.2. Page 36

● GOLD closed \$5 lower in London at \$477.50. In New York the Comex May close was \$479.3 (\$484.3). Page 36

● EQUITIES: leading shares improved in the absence of further profit-taking, and the FT 30-share index gained 5.4 to 579.9. Page 40

● GILTS: the Government Securities index lost 0.01 to 68.82. Page 40

● WALL STREET was down 15.94 at 1,000.99 before the close. Page 38

● RIO TINTO-ZINC share rose to a 1981 peak of 530p in after-hours dealings yesterday, adding 40p after closing at 490p at 3.30 pm, 15p ahead on Tuesday night's close.

Jobbers said the after-hours buying was coming from the U.S. and cited continuing rumours of a possible bid for the company. RTZ said it had received no approaches.

● ZAIRE, the world's biggest producer of industrial diamonds, may end its 14-year relationship with De Beers' Central Selling Organisation, which has a virtual monopoly in world diamond marketing. Back Page

● AVERAGE EARNINGS have risen by about ¾ per cent a month since last autumn, against 1½ per cent a month a year ago. Back Page

● UNEMPLOYMENT among managers and specialist workers has doubled in the last year, the Professional and Executive Recruitment Agency said. Back Page, Jobs Column, Page 18

● EQUITABLE LIFE Assurance Society, third largest U.S. insurance company, is to offer cash management services in competition with the big U.S. banks. Page 33

● VOLKSWAGEN announced after-tax profits 52 per cent lower at DM 321m (£68m). Back Page; Details, Page 34

● HONG KONG Mass Transit Railway Corporation lost HK\$696m (£59.9m) in 1980, its first year of operation. Page 35

● BAT INDUSTRIES reported pre-tax profits of £479m for 1980, down from £481m in 1979. Page 26, Lex, Back Page

● BLUE CIRCLE Industries, the UK's largest cement manufacturer, said pre-tax profits rose 51 per cent last year to £78.6m. Page 28; Lex, Back Page

● HOUSE OF FRASER made a taxable profit of £34.4m for the year to January, compared with £37.1m a year earlier. Page 26; Lex, Back Page

CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RISES		
Exchqr. 3pc 1983	£88¾	+ ⅛
Aberthaw Cement	265	+ 13
BAT Inds.	335	+ 17
Blue Circle	478	+ 26
Boot (H.)	203	+ 13
British Aerospace	227	+ 6
Clayton Son	72	+ 9
Cornell Dresses	110	+ 8
Farnell Elec.	465	+ 8
Glaxo	358	+ 8
Harrison (T. C.)	73	+ 11
Hartwells	105	+ 10
ICI	310	+ 8
Kode Intnl.	358	+ 16
Maynards	208	+ 10
Moben	27	+ 4
Myson	44	+ 4
Samuel (H.)	160	+ 6
Simon Eng.	428	+ 16
Smith (W. H.) A	182	+ 7
Tarmac	408	+ 18
Trident TV A	54	+ 5
Whatman Reeve Al.	111	+ 24
Cent. Pacific Mnrls.	110	+ 23
RTZ	530	+ 55
Seltrust A	110	+ 5
Sthrn. Pacific Pets.	50	+ 10
FALLS		
Horizon Travel	245	− 10
East Rand Props.	759	− 54

Chances of preventing Sands's death appear to be exhausted

BY STEWART DALBY AND WALTER ELLIS IN BELFAST

CHANCES that Mr. Bobby Sands, the provisional IRA hunger striker, would live seemed last night to have been exhausted.

Pope John Paul II's special envoy, Fr. John Magee, made a surprise second visit to the Maze prison yesterday afternoon following a 1½-hour meeting with Mr. Humphrey Atkins, the Northern Ireland Secretary of State.

Fr. Magee has acknowledged, however, that his mission of mercy has failed and plans to return to Rome today.

Mr. Sands is understood to have been "appreciative" of the Papal intervention but seems determined to continue his fast, now in its 61st day in pursuit of effective political status for republican prisoners.

His condition is extremely critical, and the state of one of his three fellow hunger strikers, Mr. Francis Hughes, who has been refusing food since March 15, is also causing serious concern.

Northern Ireland is preparing itself for possible violence should Mr. Sands die. Police leave has been cancelled and the army has said extra troops will be available.

Catholic areas of the province appear to be in a virtual state of siege. The provisional IRA has requested that food stocks should be increased and has called on the people to be prepared to defend their areas against possible attack.

Similary, Protestant loyalist district are preparing themselves for what some paramilitary leaders fear could be a marked increase in IRA activity. On Tuesday night, the Ulster Defence Association staged what it called a mobilisation exercise in West Belfast, and is on alert in case loyalist areas are attacked.

Belfast's three main bus depots have been evacuated. Several buses have been set on fire in the past fortnight.

Haulage companies and other concerns with vans and lorries in West Belfast are also making arrangements to set up alternative depots.

The provisional IRA has not disclosed its plans should Mr. Sands die, but in Londonderry the organisation of H-block supporters said that a national day of mourning would be declared.

Mr. Sands is in a critical condition. His weight is down to 6 st 6 lbs from 11 st 11 lbs. He is lying on a water bed with his joints bandaged and is in considerable pain.

He drifts in and out of consciousness. Should he go into a coma his family, who were with him yesterday, will face the decision as to whether he should be fed intravenously.

Mr. Danny Morrison, for the provisional Sinn Fein, said that Mr. Sands intended to continue the hunger strike and was confident they would win their demands.

Although it is legally possible for Mr. Sands's family to decide that he should be fed if he goes into a coma it seems unlikely that the ywould go against Mr. Sands's wishes.

Mr. Atkins, at his meeting with Fr. Magee, pointed out that improvements in prison conditions had been made on humanitarian grounds over a considerable period. Mr. Atkins said it was the Government's intention to continue to improve conditions where it could.

Mr. Atkins reaffirmed that there would be no change in

Continued on Back Page
Background, Page 7

Kania promises Poles far-reaching reforms

BY CHRISTOPHER ROBINSKI IN WARSAW

DEMOCRATIC REFORMS in Poland more far-reaching than any changes made since Communist supremacy was established there in 1948 were promised yesterday by Mr. Stanislaw Kania, the Polish Communist Party leader.

Proposed additions to the party statutes include provision for democratic elections and more balanced distribution of power in the hierarchy. They will be put to a national party congress starting on July 14.

Mr. Kania told a key meeting of the party's policy-making Central Committee: "Everyone must agree that there is more democracy in Poland."

The congress is also expected to set the seal of law on labour, media and economic reforms which have been gained since last summer mainly through the efforts of Solidarity, the independent trade union movement.

Mr. Kania's commitment to moderate policies suggests that the Soviet Union, although concerned by some more radical developments, is still ready to tolerate some change, in the interests of avoiding renewed tension.

Bowing to many of the demands from rank-and-file members of the party, Mr. Kania also carefully avoided trampling too heavily on the sensibilities of the hardline ideologists in the Kremlin.

Mr. Kania said that while the campaign for reform from the lower ranks showed "activity and life in the party" the campaigners must not "undermine and replace the historically-tested Leninist structure of the party."

The party, he said, would not relinquish control over the media or key government and management appointments.

However, he did drop broad hints that Mr. Stefan Olszowski, the conservative Politburo member responsible for party information and the media, might be moved.

"Serious criticism about the low quality of information inside the party is justified," he said.

However, as Mr. Olszowski is supported by Moscow, he is likely to remain in the Politburo — the party's inner cabinet — but probably in a different job.

Mr. Olszowski later defended his record to the Central Committee. He said that if mistakes had been made this was because the party was still learning. "There must always be people who are ready to talk about unpopular things."

In response to demands for broader representation in the leadership, three "working-class" party members are to be appointed to the Politburo. Four men, all appointed by Mr. Edward Gierek, the former leader, are expected to be dismissed.

Mr. Kania promised a start to a wide-ranging reorganisation of Poland's "central economic apparatus" within weeks. This could mean that the long-awaited pruning of the central bureaucracy is about to begin.

It has long been accepted that decentralising economic reforms has little chance of success without the abolition of many Government Ministries.

Mr. Kania also spoke of the need for price increases and relocation of labour. He warned his listeners that the necessary steps to stabilise the economy would be painful.

Party activists who have pressed for the reforms now adopted by the leadership were disappointed, when their observers were barred from the meeting.

Polish debt rescheduling, Page 24

Nationality Bill guillotined

BY RICHARD EVANS, LOBBY EDITOR

DEBATE ON the Nationality Bill, the most controversial legislation in this session, was successfully guillotined by the Government in the Commons last night, to ensure it reaches the Statute Book by the autumn.

Despite protests from the Opposition and minority parties, a Government proposal to timetable the remainder of the Bill was accepted by 295 votes to 240, a majority of 55.

The vote means the line by line committee stage must be completed by May 14. The Bill will then go to the Lords by June after a three-day report stage.

Ministers considered a guillotine essential because only 13 clauses out of 49 had been concluded in committee after 90 hours of debate. There was no accusation of filibustering but Mr. Francis Pym, Leader of the Commons, argued that at that speed the Committee could still be considering the Bill next year.

The Bill, which seeks to define British citizenship by introducing three categories — British citizens, citizenship of British dependant territories and British overseas citizenship —has attracted much criticism from the Opposition and from ethnic groups. Mr. Pym stressed that the Government was not trying to ride over anxieties and fears that had been aroused. The Government was committed to harmonious race relations and introduction of the timetable did not affect that position.

Mr. Roy Hattersley, shadow Home Secretary, argued that the guillotine would mean the 17 major issues in the Bill yet to be debated would receive only cursory discussion. He blamed Ministers for not introducing the measure until January.

Mr. William Whitelaw, Home Secretary, totally rejected opposition demands that the Bill should be withdrawn and brought forward again in the next session. He criticised the Labour front bench for not introducing a similar necessary measure

Powell warning, Page 10

Navy may buy Dutch radar

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

THE ROYAL NAVY is considering the purchase of a Dutch-built missile-tracking system to replace the British-built Marconi radar used for the Seawolf shipborne anti-aircraft and anti-missile system.

This is the second major defence contract for the Navy that is being threatened by tough foreign competition. The other is for a heavyweight torpedo which could go either to a U.S. company or the GEC-Marconi Electronics group.

The tracker contract's value is not disclosed, but it is likely to be worth many millions of pounds.

Last night, Marconi Radar Systems, part of the GEC-Marconi group, warned that "vital defence technology will be lost to Britain for ever," if the Navy bought the Dutch tracker system, instead of the British Marconi system.

Recent decisions by the Navy "to accept a somewhat degraded performance and a lower environmental standard, in exchange for lighter weight," plus the possibility of buying Dutch instead of British radar, "puts a great many jobs at MRS in Gateshead, Leicester and Chelmsford in jeopardy," said Marconi.

"The consequences of a foreign purchase to replace the Marconi Seawolf radar tracker would be catastrophic.

"It would mean the destruction of a team which has built virtually every tracker in service with the Ministry of Defence for the last 35 years; an immediate loss of some 700 jobs and a much higher number if the existing tracker production is cancelled; the loss of export prospects of an all-British tracker; and irreparable damage to Marconi's export capability in other radar fields."

Marconi said that its tracker for the Seawolf system, already in service with the fleet, is in full-scale production. It met the Navy's exacting environmental requirements, and had been fully proved in over 100 successful firing trials.

Recession forces 500,000 to leave the labour market

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

NEARLY 500,000 people of working age have left the British labour force without seeking jobs since the middle of 1979. This is mainly because of the loss of employment opportunities caused by the deep recession.

The implication is that the rise in unemployment—very large though it has been—significantly understates the actual change in labour market conditions and in the supply of potential workers.

● Unemployment among managerial and specialist workers in Britain more than doubled over the past year. Back Page
● Average earnings growth rate halved in the same period. Back Page
● Trade union membership is falling in line with unemployment. Back Page
● The number of working days lost through strikes rose sharply last month. Page 9

Department of Employment figures published yesterday show that total employment in the UK dropped by 1.14m to 21.75m between the middle of 1979 and the end of last year. Over the same period registered unemployment rose by 852,000.

In addition to this gap of 290,000, the number of people of working age has been rising by about 150,000 to 200,000 a year.

The resulting total of nearly 500,00 missing workers appears to largely reflect earlier retirement among men and a marked fall in the number of married women seeking work.

High unemployment and the depth of the recession are officially reckoned to be the main factors discouraging potential workers, though they might return to look for work ig job opportunities improved. The rise in the birth rate since 1977 has also been a factor.

The number of married women in the labour force (employed plus unemployed) dropped by 225,000 between 1977 and 1980. Over the same period the number of men in the labour force aged over 60 fell by 312,000.

The drop in the female labour force partly reflects the contraction in the number of service jobs in the last year, after a decade of almost continuous steady growth.

Service employment dropped by 326,00 between mid-1979 and the end of 1980 while the number of manufacturing jobs declined by 817,000.

Total employment fell by 385,000 in the last three months of 1980. After taking account of a drop of 107,000 in the number of manufacturing jobs in January and February this implies a total drop in employment of 1½m so far in the recession.

Within manufacturing the sharpest drop since mid-1979 has been in metal manufacturing where the number of jobs has declined by 23 per cent. About 21 per cent of textile jobs have disappeared over the period and one-in-10 of construction jobs have also gone.

Manufacturing employment overall in February was 13 per cent—or 924,000—below its mid-1979 peak of 6.13m.

£ in New York

	April 28	Previous
Spot	\$2.1450-65	\$2.1550-.70
1 month	0.78-0.86 pm	0.75-0.85 pm
3 months	2.35-2.45 pm	2.20-2.30 pm
12 months	6.90-7.10 pm	6.90-7.10 pm

U.S. banks lift prime lending rate to 18%

By Ian Hargreaves in New York

PRIME LENDING RATES at many U.S. banks rose from 17.5 to 18 per cent yesterday as the U.S. credit markets remained depressed over the outlook for the country's rate of inflation, the Federal Reserve's credit policy and the economy in general.

Chase Manhattan led the move, which continues the firmer trend in the prime since it eased to 17 per cent at the start of this month.

This provides support for gloomier commentators on Wall Street who believe President Ronald Reagan's economic programme will contribute to inflation in the short term.

The credit market was further discouraged yesterday by the inflationary implications of another rise in the leading economic indicators. But some analysts argued that the 1.4 per cent increase reflected the impact of the decontrol of domestic oil prices and that the underlying increase was more modest and encouraging.

The Federal Reserve has intervened twice in the past two days to hold down the Federal funds interbank rate — yesterday when it reached 18.5 per cent and on Monday when it reached 17¾ per cent.

But the market is still working on the assumption that unruly money supply growth in the weeks ahead may force the Fed to tighten its position further.

The credit markets were also nervous yesterday in advance of the U.S. Treasury's statement on Government refunding, with the market fearful that heavy demands to raise new funds from the market would further depress bond prices and increase interest rates.

This week the bond market

Continued on Back Page
Democrats face uphill fight, Page 4

CONTENTS

For latest Share Index phone 01-246 8026

E. Germans give 'Kaiser' Hirohito front-page treatment

BY OUR BERLIN CORRESPONDENT

WARM congratulations for the "Kaiser" have been splashed across the front page of the main East German Communist Party newspaper. But their birthday greetings are for Emperor Hirohito of Japan whose popularity with the communist leadership here far exceeds that of the last Kaiser, Wilhelm II.

Almost everything Japanese, in fact, is in official favour here and it is easy to see why. The Soviet Union remains the ideological motherland for the fervent East German leaders but Japan is seen as holding the key to modernising the economy.

Next month, Herr Erich Honecker, East Germany's leader will visit Tokyo and his countrymen have been prepared for the event by a flood of official articles on Japan.

All the best aspects of Japanese life are stressed—the hard work, efficiency, organisational talent and love of nature—in short, the same traits East Germans see in themselves. The reports suggest that what East Germany needs to do is to emulate Japan's microelectronic revolution in order to compete with the West, especially with the West Germans.

At the same time, the official Press wants to show citizens how highly regarded East Germany is in Japan. A lengthy article in yesterday's party newspaper, Neues Deutschland, from its Tokyo correspondent lists the many advanced East German products used by Japanese science and industry.

It evades the real problem which is that East Germany finds it even more difficult than Western countries to sell anything to the Japanese.

Japanese visitors to East Germany — businessmen and a growing trickle of tourists —are considered the ideal guests by the East Berlin leadership. They are enthusiastic about East Germany's quaintness, are not interested in the relative merits of socialism or capitalism and do not complain about the absence of West European newspapers.

Equally important, unlike the West Germans, they have no relatives or friends in East Germany.

Emperor Hirohito and wife: greetings from East Germany.

Leslie Colitt, recently in Golzow, reports on an agricultural success in East Europe

An everyday tale of collectivised country folk

FROM THE Golzow collective farm it is less than 10 km to the nearest private Polish farm on the other side of the Oder River. But in terms of agricultural development, the distance is enormous.

Herr Arthur Kliezke, chairman of the 7,300-hectare Golzow agricultural co-operative—as collective farms are known here—gazed out towards the Polish border.

"The Polish Government made a big mistake when it left the farms privately owned," he says. "They produce by hand on those handkerchfei-sized plots and if the people don't get enough to eat a civil war will break out.

"Now why do they think they need a peasants' union?" he muses.

The 600 members of the Golzow collective are busy tending vegetables for market in East Berlin, 70 km to the west. Golzow specialises in early crops and co-operates with two other collective farms in the area which provide animal fodder and livestock.

East German agriculture, which was mainly in the hands of private farms until forced into collectivisation in 1960, is a success compared with Poland's or the Soviet Union's.

East German farm co-operatives produce Comecon's best yields of wheat, barley and oats, provide East Germans with the highest per capita meat consumption of any Communist-ruled country and have surplus enough to export meat to the West.

The nearby stock-breeding farm, with a herd of 1,500 cattle, delivers meat to the state at the official purchase price of EM 4.40 (just under £1) for a kilo of beef and EM 4.90 for pork.

The East German consumer pays EM 5.80 for a kilo of soup meat, and EM 8 a kilo for pork chops. These retail prices are thus heavily subsidised by the Government, which also keeps down prices for fodder, energy and other goods and services used by the farm.

Herr Kliezke, the farm's chairman for 22 years, says it makes an average yearly profit of EM 2m on sales of about EM 28m. Some EM 4m is invested each year with the help of state loans.

Although East Germany is the most highly industrialised of Communist countries, its agriculture provides 70 per cent of the country's food.

The remainder is some 3m tonnes of fodder a year imported from the West, as well as citrus fruit and some produce from the Balkans.

For all that, there are few luxuries in food stores during the winter. No fresh vegetables are available other than red and white cabbage, and potatoes and carrots of uneven quality.

> ❛We have learned a great deal from the Soviet Union. We use Soviet tractors and adopt Soviet successes. But the learning and teaching is on both sides. Soviet experts also learn from us.❜

The hothouses at Golzow, as elsewhere in East Germany, are not used to grow lettuce and tomatoes in the winter months as energy is deemed too expensive. Instead, they are used to plant vegetables in the winter, which are set out in the early spring and harvested in May, the first fresh produce East Germans have seen in seven months.

The collective farmers here normally work a five-day week in shifts and receive overtime pay for extra harvest work. Holidays are between 18 to 24 days and many farmers have travelled to other East European countries and the Soviet Union. Herr Kliezke says the median annual income is EM 9,600, plus food worth another EM 1,000. Co-operative farmers pay no tax.

East German agriculture has a high number of elderly farmers, and to encourage younger people to join co-operatives credits of EM 10,000 are provided to couples wanting to build a home. A growing number of East German city dwellers are considering migrating to the countryside, partly because it is easier to find somewhere to live.

Only a few years ago, a collective farm chairman insisted to a Westerner that the average East German farmer no longer wanted to live in a private home as he preferred the "social advantages" of multi-family dwellings. At the Golzow farm, they are proud of the owner-occupied farmhouses built with Government credits of up to EM 100,000 at 1.5 per cent interest.

The homes can be inherited, but if there are no heirs the state has the first right to buy them.

Everyone here is aware that, apart from vastly different climatic conditions, East German farming is a model of efficiency compared with Soviet agriculture. Herr Kliezke explains that because of the Soviet Union's enormous "armaments responsibility" it cannot invest enough in agriculture.

The farm's Communist Party secretary, Herr Wolfgang Supau, quickly adds: "We have learned a great deal from the Soviet Union. We use Soviet tractors and adopt Soviet successes. But, as Leonid Brezhnev noted at the 26th party congress, the learning and teaching is on both sides. Soviet experts also learn from us."

Unlike the Soviet collective farmer, who puts an extraordinary amount of time into his private plot where yields are higher, East German farmers receive enough incentives to concentrate on their specialised work in the co-operatives. At home, they keep mainly chickens but buy their milk and meat in the state stores.

Now, though, the Government has appealed to allotment gardeners to raise vegetables.

While Herr Kliezke's farm is an apparent success, he admits that some bigger "industrial crop and cattle farms" copied from the Soviet state farms, with 4,000 head of cattle in endless rows, have been abandoned because they "weren't very good."

"For one thing," he noted. "What do you do with all that manure that accumulates every day?"

Spanish socialists back on offensive

By Our Madrid Correspondent

THE SPANISH Socialist Party, the second biggest party in Parliament, appears to be recovering its separate identity following February's abortive coup.

The party executive has strongly criticised the slow progress of discussions with the Government and has reaffirmed its desire for a coalition with the ruling UCD party to overcome the present difficulties.

It has also upbraided Prime Minister Leopoldo Calvo Sotelo for announcing on a visit to West Germany last week that Spain should accelerate integration into NATO before be had consulted Parliament.

The Socialists leadership maintain that, because the Nato issue is so important, either it should be postponed until the next general election due in March 1983, or there should be a national referendum.

Sr. Felipe Gonzalez, the socialist leader warned this week that if the Government continues to uphold its position the party "will collect the 500,000 signatures needed to force the calling of a referendum."

Spanish officials admit privately that, if a referendum were held a majority of Spaniards would probably vote against membership, because of the long tradition of neutrality in this country.

Other key issues on which the Socialists and the Government disagree include the recent wave of releases of members of the Guardia Civil who participated in the assault on the Spanish Parliament on February 23.

These releases are seen by Socialist leaders to reflect an extremely weak attitude on the part of the Government towards the most undemocratic sectors in the armed forces.

Sr. Javier Solana, a socialist leader, said it must be a source of concern for a democrat in Spain to know "that any of the guards who attacked the Parliament may now impose a traffic fine on a highway, carrying a gun and wearing a uniform."

Bonn presses for missile talks start by autumn

By JONATHAN CARR IN BONN

WEST GERMANY wants Soviet-United States talks on theatre nuclear forces (TNF) to be resumed no later than this autumn and is urging that the Nato ministerial meeting in Rome next week endorse this stand.

Bonn feels the European Nato partners and agreed on the need to set a target date for the talks and hopes for crucial support in Rome from Mr. Alexander Haig, the U.S. Secretary of State. The Reagan administration has indicated it is ready, in principle, to go ahead with the talks which were suspended in Geneva late last year, but it has not tied itself to a date.

The West German Government now sees urgent domestic, as well as foreign, political reasons why this period of uncertainty should be ended through a joint Nato signal to Moscow from Rome.

Chancellor Helmut Schmidt has only been able to gain adequate support from his Social Democrat Party (SPD) for Nato's decision to modernise theatre nuclear forces by stressing that two indivisible elements are involved.

One stresses that the U.S. should produce intermediate-range nuclear missiles and deploy then in Europe by the end of 1983 to counter the Soviet build-up in this field. The other element promises that negotiations on limiting missiles be offered to Moscow, in the hope that few if any U.S. missiles have to be deployed at all.

Fears are growing in the Social Democrat Party that the new U.S. administration may be concentrating on producing missiles production and paying only lip service to the need for negotiation. These fears were emphasised this week by a call from the SPD's youth movement to renounce the Nato stand altogether.

It is felt in Bonn that unless the U.S. sets a date for resumption of talks, West German opposition to theatre nuclear forces will grow, perhaps gaining strength from the domestic movement against nuclear energy for peaceful purposes. The fear is of a snowball effect which Herr Schmidt would be hard put to stop.

West German officials stress that the situation in Poland is also a strong argument in favour both of pinning down a date for TNF talks and of intensifying other high-level contacts with the Soviet Union. They point out that all Western countries agreed that a Soviet military intervention in Poland would spell the end of detente.

Bonn believes that the more the Russians can be bound closely into a programme of contacts with the West in the medium-term, the more likely they are to be circumspect in their policy towards Warsaw.

Devaluation warning

LISBON — Further devaluation of the Portuguese escudo will be essential if high wage rises and weak productivity price Portugal's exports out of the market, according to Sr. Anibal Cavaco Silva, a former Finance Minister in Lisbon.

Now working as an economist at the central bank, Sr. Cavaco Silva told a business conference that a new series of devaluations would have a negative effect on Portugal's economic development and advised the Government to introduce an incomes policy.

He also urged a more flexible interest rates policy to make any rise or cut less dramatic. Bank rate has remained unchanged at 18 per cent since 1978.

Portugal's balance of payments deficit would inevitably rise above the 1977 record of $1.5bn if the Government wanted to meet its annual 5 per cent growth target in 1981-84, he said.

Reuter

FINANCIAL TIMES, published daily except Sundays and holidays. U.S. subscription rates $365.00 per annum. Second Class postage paid at New York, N.Y., and at additional mailing centres.

BREAKTHROUGH IN WEST GERMAN WAGE ROUND

Metalworkers settle for 5.3% rise

BY KEVIN DONE IN FRANKFURT

IG-METALL, West Germany's largest trade union with 2.7m members, has won a decisive break-through in the protracted round of national wage bargaining, and the threat of imminent strikes in important parts of the metalworking industry appears to have been averted.

In crucial talks in the region of north Baden and north Wuertemberg, the union's local negotiators yesterday accepted a deal offering effective average increases of some 5.3 per cent over the 12 months to the end of January 1982.

The wage increase is made up of two main components: an increase of 4.9 per cent for the 10 months from April 1 this year to the end of January, 1982, combined with two lump sum payments of DM 160 (£34) for February and March this year.

The deal is a considerable improvement on the last offer made by the employers in the Hesse region last week which would have given effective increases of 4.9 per cent over 13 months.

IG-Metall, which traditionally sets the pace in West German wage bargaining, has been pressing for more than three months for increases at least in line with inflation. Provisional official figures released yesterday by the Government show that inflation rose slightly in April to 5.6 per cent on a year-on-year basis, compared with 5.5 per cent in March and February.

The union started the wage round with demands for 8 per cent against an original management offer of a productivity-linked increase of only 2.5 per cent.

The Government and the country's financial authorities must be relieved that the threat of strike action appears certain to be lifted in the crucial metalworking sector, but both the Bundesbank, the West German central bank, and some cabinet ministers have stressed that the nation's difficult economic circumstances actually demand a cut in real wages in the current wage round.

The agreement made yesterday in Baden Wuetemberg covers some 550,000 metalworkers, but it is likely that similar increases will be agreed gradually in other parts of the country, although some employers are likely to protest.

Gesamtmetall, the employers' organisation in the sector, said the local deal in north Baden and north Wuertemberg was "unsatisfactory" given the economic state of the country. However, it had been the last chance of avoiding all-out strike action.

The wage increase would mean higher prices and increased moves by companies to rationalise production systems and reduce jobs in the industry, the employers said.

A further round of negotiations was completed yesterday in the important public services sector, without result. Talks will resume on May 8. Here, too, the union side is looking for an increase equal to inflation and the metal workers' deal could set a vital marker for agreement.

Battle of fractions ends in a draw

By JONATHAN CARR IN BONN

THE MAIN hurdle in this year's West German wage negotiations, some of the longest and toughest in the country's history, seems to have been cleared.

Success came when trade union representatives and employers in the metalworking industry in southern Germany agreed early yesterday on a package amounting to a wage increase of roughly 5 per cent this year.

The accord is seen as of key economic importance for three main reasons.

First, it is likely to be followed broadly by metalworkers in other regions, where parallel wage negotiations have been going on for months. This, in turn, will greatly influence other industrial sectors where there is still no settlement. They may not follow the metalworkers exactly, but they are unlikely to diverge greatly.

Secondly, a highly damaging strike has been avoided by what looks like a hair's breadth. The IG-Metall trade union had already agreed in principle to strike ballots in other parts of the country before the breakthrough in south Germany. But it had set no date for the voting and it is now assumed that it will not do so.

A strike would not simply have brought out the 3.8m workers in the metalworking sector, but would have affected all those industries which are supplied by it, in effect bringing economic activity to a standstill.

Thirdly, the result indicates that the West German wage bargaining system remains flexible enough to bring a result broadly appropriate to the country's economic position and prospects. This seemed far from certain for a time and does not imply that either unions or employers are delighted with the results.

IG Metall suggests that the wage accord means an increase of about 5.3 per cent for some groups of workers and just over 5 per cent for others. The employers note that the basic agreement provides for a rise of 4.9 per cent, to which bonuses are added.

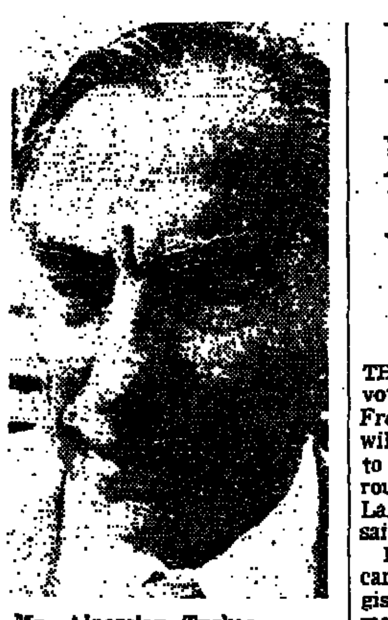
Whichever calculation is taken, the upshot seems likely to be a cut in the real income of West German workers this year. Inflation is currently running at around 5.6 per cent at an annual rate and the Government recently has abandoned its hopes of an average rate of 4.5 per cent for the whole of this year.

The problem for IG-Metall has been how to sell this dismal message to its mebers. Too low an accord might have been rejected by the rank-and-file, but much more than 5 per cent seemed impossible.

The employers have stressed that the country is facing a decline of gross national product in real terms this year of at least 1 per cent, that prospects for productivity increases are limited, that the danger of increased inflation remains high and that West German wage costs are among the highest in the world. Realistically, though, they could not hope to push IG Metall very far below the 5 per cent mark.

In the end, there was such broad consensus on the economic "fundamentals" that only tenths of 1 per cent were separating the two sides, although fierce public oratory suggested the contrary.

Neither the union nor the employers were ready to take on the odium of a strike for the sake of fractions.



Mr. Alparslan Turkes . . . consistent denials.

'Death' call by Turkish prosecutor

By Metin Munir in Ankara

THE MILITARY prosecutor demanded the death sentence in Ankara yesterday for Mr. Alparslan Turkes, a former Turkish Deputy Prime Minister, and 219 members of his ultra-right Nationalist Action Party (NAP).

Mr. Turkes, 64, an ex-army colonel, and the others are being charged with instigating people to stage an armed uprising against the central government and provoking clashes between different groups.

In all, about 590 NAP supporters will appear before the military tribunal along with Mr. Turkes. The military prosecutor is demanding between 5 and 15 years' imprisonment for another 370.

The trial is part of the military regime's reckoning with the political parties which it blames for the circumstances which brought Turkey near civil war in the period before last September's coup.

Yesterday, charges were also brought against Mr. Dogu Perincek, chairman of the pro-Peking splinter Workers-Peasant's Party of Turkey, and 23 party executives. The prosecutor demanded they be sent to prison for between eight and 15 years.

Mr. Turkes played a prominent role in Turkish politics starting from 1975 when he became a powerful partner in the Right-wing coalitions led by Mr. Suleyman Demirel.

His supporters are generally believed to have been involved in the political violence which claimed more than 5,00 lives in the two years before the coup.

Mr. Turkes has consistently denied the charges laid against him. He has twice written to Gen. Kenan Evren, the head of state, complaining that his supporters were being tortured so as to give false evidence against their leader.

French presidential rivals hard put to win ecologist vote

BY TERRY DODSWORTH IN PARIS

THE ECOLOGISTS' 4 per cent vote in the first round of the French presidential election will not be handed over lightly to either of the two second-round candidates, M. Brice Lalonde, the ecologist leader, said yesterday.

In a buoyant mood after a campaign which saw the ecologists capture four times as many votes as in the 1974 presidential election, M. Lalonde stressed the sharp policy differences which separated his party from both of the remaining candidates, President Giscard d'Estaing on the right and M. Francois Mitterrand on the left.

Because of these fundamental disagreements, ecologist supporters are being given no instructions by the party on how to vote in the second round. But M. Lalonde emphasised that the candidates would be judged by his electorate on their willingness to commit themselves to ecologists' policies.

"It is up to the candidates to make themselves clear," he said. "Our electorate will listen very attentively to the precise promises given on our main proposals."

M. Lalonde knows that neither of the two candidates can ignore those remarks, even though a significant proportion of his supporters may be protest voters. By turning the party into the fifth most important political group in France and winning 1.13m votes in the first round, he has placed the ecologists in a potentially decisive position in determining the outcome of the second round.

Both President Giscard and M. Mitterrand will find it difficult to adapt their policies to the ecologists' demands. The party has set out a 12-point programme which includes both environmental and political targets, but there are three essential "super" proposals which M. Lalonde says are central to the party's philosophy.

These are the commitment to halt France's nuclear power programme, the introduction of a proportional representation voting system and the adoption of national and local referendums on popular demand.

Investment outlook 'gloomy'

By Terry Dodsworth

A GLOOMY forecast on investment in France this year was given yesterday by Crédit National, the quasi-banking organisation which is the main Government agency for channelling funds into French industry.

In its annual report, Crédit National says investments will almost certainly be hit the deterioration in company finances during the last half of 1980.

With margins in much of industry declining, it adds, the funds available for investment have declined. In addition, many companies are reducing expenditure because they are less optimistic about market prospects than last year.

The report also stresses that the recent Government efforts to stabilise public expenditure are likely to reduce the investment effort of the big State enterprises.

These nationalised groups—the electricity, gas and coal industries, the railways, the Paris Métro, the two State airlines and the Post Office—have exercised by far the biggest influence on investment in recent years.

According to Crédit National's figures, these eight corporations doubled their rate of investment in volume terms, between 1973 and 1980.

Last year, they increased their expenditure by about 9 per cent, compared with an average rate of 3.2 per cent in the rest of industry.

The overall increase in industrial investment amounted to 4.5 per cent in 1980, the best figure since the 7.6 per cent registered in 1976.

Basques in hunger protest

BY DAVID WHITE IN PARIS

TWENTY-TWO Spanish Basques, held in French jails on charges of carrying arms and taking part in illegal organisations, have started a hunger strike to back their demands for political refugee status.

Six French Basques, meanwhile, are in the third week of a hunger strike at Bourges in central France in a campaign for abolition of the State Security Court and an amnesty for prisoners sentenced by it.

EEC agrees on control of shipbuilding aids

BY JOHN WYLES IN BRUSSELS

EEC COUNTRIES have at last agreed a shipbuilding directive extending Brussels' powers of scrutiny and approval over a variety of aids to the troubled industry. Italy has long resisted the measure.

The previous directive expired at the end of last year but was extended while member governments and the Commission struggled to overcome Italian objections.

These often proved difficult to define but Italy, whose shipbuilding, like Britain's, is largely state-owned, was unhappy with the directive's general attempt to plug loopholes which emerged in the previous regulation.

The directive, the fifth relating to shipbuilding, differs from its predecessor in two main respects.

It contains a new provision enabling the Commission to regulate incentive aids to shipowners aimed at encouraging them to order more vessels. The directive says that such aid must not lead to distortions of competition favouring one member country's shipyards against those of another.

The directive says that aid to shipowners must not shelter an industry from the need to "adapt" to prevailing market conditions. Broadly this means that it must not be used to arrest the steady reduction of capacity which has taken place over the past four years because of the greatly reduced world demand for new vessels.

Secondly, the granting of what are called rescue and crisis aids is permitted only if they are linked to capacity reduction and are part of a policy which "will make the industry competitive and able ultimately to operate without aid."

The Commission will assess these aids on the basis of market conditions, the state of an industry's order books and its need to adapt to market constraints, the directive states.

Of particular importance is the fact that the Commission is to ensure that the balance of suffering between shipbuilding industries is fair. In the words of the directive, it will verify "that the programme of adaptation of the industry is comparable with those carried out in the other member states."

Brussels will take Britain to court over ban on milk

BY OUR BRUSSELS CORRESPONDENT

THE EUROPEAN Commission is preparing to prosecute Britain at the European Court in a bid to force it to drop a ban on milk imports from elsewhere in the Community. The Ministry of Agriculture has refused to allow ultra-heat-treated (UHT) milk into the country because it is not produced in premises licensed for their hygiene by British local authorities.

In the Commission's view there is no danger to health in correctly treated UHT milk and that the British rules restrain free trade illegally.

Procedures involving the European Court tend to be lengthy and it could be nine months to a year before a judgment is produced.

Swedish party threatens to quit coalition

By William Dullforce in Stockholm

THE MODERATE Party will quit the Swedish coalition Government if it does not receive by Monday satisfactory clarification from Mr. Thorbjörn Fälldin, the Prime Minister, of his intentions about tax changes.

Setting the deadline yesterday, Mr. Gösta Bohman, the party leader, said continuing uncertainty about the tax issue would make it impossible for the Government to carry out the strong, determined economic policy that Sweden required.

The Government crisis was precipitated last Friday, when Mr. Fälldin's Centre Party and the Liberals agreed a tax reform programme with the opposition Social Democrats. The Moderates refused to accept this agreement, which would delay income tax cuts by a year.

Lebanon awaits Syria's response

BY OUR FOREIGN STAFF

ISRAELI aircraft again bombed Palestinian positions in the south of Lebanon yesterday but tension within the country eased in the absence of any direct Syrian response to the shooting down of two of its helicopters yesterday.

Arab diplomats in Beirut said that the Syrian military command was meeting in Damascus to decide on its next step, now that Israel had openly declared its intention to challenge the presence of Syrian troops in Lebanon.

In Jerusalem it was considered that the next couple of days would be a critical test of Syrian intentions. The Israeli army is reported to have taken steps to limit the risk of suprise Syrian attack.

Israeli officials said that whether Tuesday's clash would lead to a border confrontation depended on the Syrian reaction. Israel hoped the Syrians would heed the warning to stop their attacks on the Christian forces. If the Syrians continued these attacks then Israel would intervene again, and any Syrian attempt to retaliate against Israel would be met by a strong Israeli response.

A Syrian official warned that his country would confront any intervention by the Israelis, and that Damascus was determined to press on with its efforts at national reconciliation among the Lebanese factions.

Syrian Foreign Minister Abdel-Halim Khaddam ended two days of high level consultations in Beirut yesterday with Lebanese Christian and Moslem leaders. He returned to Damascus to report to President Hafez Assad and is expected to return to Beirut next week for more talks.

All the leaders he met, including ex-President Camille Chamoun and Mr. Pierre Gemayel, the head of the Phalange Party, which dominates the Christian militias, expressed hope that a ceasefire agreement could be reached.

Mr. Samuel Lewis, the U.S. Ambassador to Israel, is reported to have expressed strong American concern about the fighting when he met Mr. Menahem Begin, the Prime Minister, yesterday. However, there was no public comment, in line with the Reagan Administration's policy that it will not openly state its anxieties about the policies of friendly countries.

How Israel's hawks won the day

BY DAVID LENNON IN TEL AVIV

ISRAEL'S DECISION to take a calculated risk of igniting a Middle Eastern war by intervening directly in fighting between Syrians and Christians in Lebanon was taken at a special Cabinet defence committee meeting on Tuesday morning at which the super hawks carried the day.

A key element in this policy change was the conviction in Jerusalem that the new U.S. Administration would tacitly support, or at least refrain from criticising, the decision to shoot down Syrian helicopters operating against Phalangist positions around Zahle in eastern Lebanon.

This conclusion was arrived at after exchanges of notes and consultations between Washington and Jerusalem and the public declaration by a U.S. State Department spokesman that the U.S. now views Syrian troops in Lebanon as an occupying force.

When this was allied with the pressure from some of Israel's senior generals for direct action to block the Syrian attack on the Christian forces in the Bekaa Valley in eastern Lebanon, the Cabinet decision was apparently made without serious disagreement from those Ministers usually noted for their caution.

The frequent references to "red lines" in Lebanon has in the past referred to the southernmost deployment of Syrian troops. But this week Israel has announced a new red line, warning that any offensive air action by Syria in Lebanon, including the use of helicopters in an attacking role, is now considered by Jerusalem as crossing the red line.

What this and Israel's latest action means, in effect, is that Jerusalem now considers itself a central factor in the determination of Lebanon's future, something that Israel's superhawks have been hoping to bring about ever since Israel invaded southern Lebanon in 1978.

Whether this change in the tenuous status quo will lead to war between Syria and Israel would appear to depend, as government officials here are quick to point out, on the Syrian reaction to what Israel says was a warning, rather than a declaration of war.

The readiness with which the cabinet changed its policy from diplomatic to armed intervention led the opposition Davar newspaper to comment yesterday: "The citizens of Israel would certainly be more at ease if they were sure that the decision-making process was being carried out subject to purely relevant security and political considerations and in a wiser and more acceptable way than the one to which the public has become accustomed"

Indeed, all the local newspapers, both pro- and anti-government, expressed concern that the new policy contained the seeds of an outright war

There has been concern among Israeli moderates for some weeks that Mr. Menahem Begin's Government, which faces an uphill struggle to retain power in the June elections, might seize on the renewed Lebanese fighting as an opportunity to rally patriotic forces behind it during a time of tension.

Although Mr. Begin constantly refers to Israel's moral duty to protect Lebanese Christians, the main reason for Israeli support of the Christians is Jerusalem's desire to prevent Syria gaining undisputed control of Lebanon. That would open Israel to attack from the north in the event of a new Middle East war.

Despite urgent pleas from the Phalangists for Israeli intervention during the early weeks of the Syrian attacks on Zahle, Jerusalem confined itself to verbal criticism of Syrian brutality. What appears to have changed its attitude this week was the realisation that, if Syrian forces took the Lebanese mountain ridge above Zahle, it would also dominate the Christian port of Jounieh, through which Israel supplies arms to the Christians.

There was also concern in Jerusalem that th eembattled Christians might sue for peace during the talks in Beirut with Mr. Abdel Halim Khaddam, the Syrian Foreign Minister, as a way to end the bloodshed. By striking at the Syrian forces, Israel gave the Phalangists a morale booster to stiffen their resistence to a Syrian-imposed peace.

It may well have been these elements which tipped the balance between the forces within the army and government urging restraint and those calling for intervention. The existence of this division of opinion has been made abundantly clear in the past two weeks, when one very senior military officer tried to minimise the importance of the Syrian actions during a briefing with foreign correspondents, while a few days later the commanding officer of Israel's northern front called publicly for Israeli military action against Syria.

It was the same commander who also argued that the weakness and isolation of President Hafez al Assad's regime in Damascus made this an ideal time for the Israeli army to meet the Syrians in battle. Mr. Begin made it clear in his explanations of the new intervention that he was aware of the risk that this could lead to war and that such a prospect did not deter him.

Egypt condemns intervention

EGYPT YESTERDAY condemned the Israeli intervention in the Lebanon and suggested that Europe could play a role in solving the crisis, David Tonge writes. In an interview in London, Mr. Boutros Ghali, the Egyptian Deputy Foreign Minister, criticised the Israelis for complicating the problems, and said he believed they were intervening for electoral reasons.

He insisted that the Christians in the Lebanon did not need the Israelis to protect them and said that Syria had failed.

"I am not criticising its presence in the Lebanon but that it has failed to restore peaceful coexistence between the confessions. What is needed is a peacemaker with generosity, time and political imagination."

Mr. Ghali rejected the original policies of the new U.S. Administration, that the main issue in the Middle East is the East-West confrontation. He said that he had told Gen. Alexander Haig, the U.S. Secretary of State, who visted Cairo this month, that the main dispute was over the Palestinians: "If we have not put our house in order it is hard to think of an outside danger," he said.

Egypt's main priority was to resolve the issue of Palestinian rights in the West Bank and Gaza Strip.

Mr. Bhutros Ghali in London yesterday.

South Africa announces uranium advance

By Quentin Peel in Johannesburg

SOUTH AFRICA has successfully produced its own highly enriched uranium fuel elements, to keep its nuclear research reactor in operation in defiance of a U.S. embargo on the fuel, it was announced yesterday.

The reactor, Safari One, at Pelindaba, outside Pretoria, started operating again on Tuesday. Until then, it had been running for only three days every three weeks, because of lack of fuel since the U.S. *imposed its embargo in 1976.*

Mr. F. W. de Klerk, the South African Minister of Mines and Energy, said that a limited quantity of 45 per cent enriched uranium—enough to keep the reactor operating at one-quarter of its 20 MW capacity—had been produced by the Uranium Enrichment Corporation (UCOR), and processed and manufactured into fuel elements by the Atomic Energy Board (AEB).

Although 45 per cent enriched uranium is above the 20 per cent level considered necessary for the production of nuclear weapons, it would be adequate for only a very clumsy bomb. The South African authorities continue to insist that they are not planning to manufacture nuclear armaments.

However, the latest development represents the first time South Africa has successfully produced such highly-enriched uranium, and the first time it has produced its own fuel elements. UCOR is currently being expanded from a pilot project to commercial production of some 50 tonnes of enriched uranium a year, but this will be only 3 per cent enriched, for the nuclear power station being built at Koeberg, near Capetown. The fuel elements are to be produced in France.

Dr. Wynand de Villiers, chairman of the AEB, said yesterday that Safari One had been deliberately modified to use only 45 per cent-enriched uranium, rather than the 93 per cent-enriched product, originally ordered from the U.S., because of international concern about such fuel being used for weapons. The reactor is also controlled under International Atomic Energy Authority (IAEA) safeguards.

The previous U.S. Administration refused to supply South Africa with any enriched uranium because of the South African Government's refusal to sign the Nuclear Non-Proliferation Treaty. South Africa refuses to do so officially because of its fear that its uranium-enrichment process would become public knowledge.

The research reactor at Pelindaba has been involved in three major research programmes, Dr. de Villiers said: production of isotopes for use in medical research; a large programme of neutron-activation analysis for medical purposes, and for uranium prospecting; and fundamental research in materials testing.

Hitherto, South Africa has not wanted to produce its own fuel elements, because this is an expensive process and under IAEA safeguards the elements would have to be sold to the U.S. for reprocessing. However, Safari One uses only one 200-gramme fuel element every month, a very small amount. It cannot be concluded, therefore, that the AEB would be in a position to produce the fuel elements for Koeberg, which needs some 75 tonnes in total.

Tun Mustapha Harun

In the article on Sabah on the last page of yesterday's FT survey of Malaysia, it was erroneously stated that Tun Mustapha Harun had been jailed for corruption. We much regret the error, which arose during the processing of the article in London.

Air New Zealand to fight crash allegations

BY DAI HAYWARD IN WELLINGTON

AIR New Zealand and its chief executive, Mr. Morrie Davis, who was severely criticised earlier this week in the Royal Commission report on the causes of the Antarctic air crash, plan to challenge the report's findings.

Mr. Davis, who was accused in the report of virtually instigating a cover-up of various facts relating to the crash and Air New Zealand's operations, has said he intends to fight to clear his name and the reputation of the airline.

Air New Zealand has instructed its legal advisors urgently to prepare a case to challenge the Royal Commission's findings in the High Court.

Air New Zealand claims the Royal Commission's findings are "not accurately in accord with the evidence." The report blamed the accident on a change in the computer flight programme made by an Air New Zealand official which was not passed on to the pilot or crew.

It is believed the New Zealand Cabinet is split over the Royal Commission report. Several Ministers, who believe Mr. Davis should be removed from his post, are opposing the Prime Minister, Mr. Robert Muldoon—a friend of Mr. Davis—who is thought to want the chief executive to stay.

Yesterday the Prime Minister's office prepared a list of questions for Air New Zealand, vetted personally by Mr. Muldoon.

Depending on the answers to the questions Cabinet will decide on future action.

China revises foreign trade deficit upwards

PEKING—China has released revised foreign trade figures for last year indicating a deficit of Yuan 1.9bn (£523m), more than double the figure announced by the Foreign Trade Ministry last January.

The State Statistical Bureau said in a comunique on the fulfilment of the 1980 national plan that imports last year were Yuan 29.1bn, a rise of 19.2 per cent over 1979, while exports were Yuan 27.2bn, up 28.7 per cent.

No reason was given for the revision, which is still more than a third lower than the Yuan 3.1bn deficit in 1979.

Total foreign trade reached Yuan 56.3bn last year, a 23.6 per cent rise over 1979, the Bureau said. This was Yuan 1.7bn more than in January's foreign trade announcement.

It said the total value of Chinese industrial and agricultural output at 1970 prices was Yuan 661.9bn last year, 7.2 per cent more than in 1979. On the same basis, National income was Yuan 363bn, 6.9 per cent up on 1979.

It said crude oil output in 1980 dropped by 0.2 per cent over 1979 to 105.95m tonnes, revising the earlier 1980 figure of 105.8m tonnes, while coal output fell 2.4 per cent to 620m tonnes, compared with the 610m tonnes announced by the Coal Minister, Gao Yangwen.

The Bureau said total industrial output value was Yuan 499.2bn up 8.7 per cent over 1979. However, in line with the current emphasis on light industry, light industrial output rose by 18.4 per cent while heavy idnustrial output rose by only 1.4 per cent. Light industrial output rose from 43.1 per cent of industrial output in 1979 to 46.9 per cent last year.

Democrats face uphill fight against Reagan programme

BY DAVID BUCHAN IN WASHINGTON

DEMOCRATIC Party leaders yesterday plotted a counter-offensive to President Reagan's budget plans, as the rapturous applause that greeted the President's address to a joint session of congress on Tuesday night began to dissolve along partisan lines.

They face an uphill task against the Reagan White House, which believes it has won enough defections from conservative Democrats to push its tax and spending cuts programme to victory in the next few weeks.

A Government report yesterday, however, suggested that the President might have over-painted the economic gloom. The index of leading economic indicators rose by 1.4 per cent in March, reversing a three-month string of declines. But the index, designed as a gauge of future trends, is not considered a reliable indicator until it has moved three months in the same direction.

Mr. Reagan harped on the lack of sustained improvement in the economy in the past six months, to try to dispel recent news that the economy had picked up again and needed no sweeping Reagan programme.

Most striking in Mr. Reagan's address was his departure from the usual broad thematic nature of presidential speeches on Capitol Hill to lobby for and against specific budget alternatives.

The Bill he pushed was a budget resolution tabled by the Republican, Mr. Delbert Latta, and the Democrat, Mr. Philip Gramm, in the House of Representatives. The President referred to it as bipartisan to stress that conservative Democrats would not have the embarrassment of voting for an official Republican proposal but could follow one of their own kind in Congressman Gramm.

By contrast, the President condemned a mainstream Democratic proposal emanating from the House Budget Committee which he said would boost spending $141bn above his own plan, reduce the defence budget and increase tax payments by more than a third.

Mr. Thomas O'Neill, the House Speaker who earlier this week was roundly upbraided by his colleagues for sounding defeatist, said yesterday that the President's charge that the Democrats were cutting vital defence programmes was "unfair and misleading."

Democrats yesterday considered an alternative approach to the Reagan plan which calls for deep spending cuts and a 10 per cent income tax cut in each of the next three years.

This would seek to balance the federal budget in the coming 1981-82 fiscal year and delay any personal tax cut until 1982-1983. The Democrats want to hit the Republicans at the weakest chink in the Reagan Plan—the fact that even under the Gramm-Latta approach, which the Administration has adopted, the budget deficit in 1981-82 would total $38bn.

Knowing how *many* of their troops worry about deficits, the White House yesterday attacked the Democratic plan for an immediate balanced budget and a delayed tax cut as a "gimmick."

Defence spending Bill approved by Senators

WASHINGTON—The Senate Armed Services Committee yesterday completed work on a $136.4bn defence authorisation Bill for 1982 that will give the Administration nearly all it wants.

The measure, drafted in closed session and announced by the Republican chairman, Senator John Tower of Texas, is $12.1m below the Pentagon's request and $20bn above a similar Bill last year.

It contains $51.6bn for the purchase of weapons, ships and aircraft as well as funds for research, development, operation and maintenance.

The committee deferred full authorisation of money for the tenth Trident submarine until cost overruns and delivery delays are reconsidered.

It supported plans to reactivate the mothballed Second World War battleship New Jersey, and to return the battleship Iowa to the fleet in 1983.

The committee voted a token $1m for a new military transport aircraft and $302m to develop a new long-range bomber, able to penetrate Soviet air defences.

Reuter

Car workers vote to renew AFL-CIO links

BY IAN HARGREAVES IN NEW YORK

THE UNITED Autoworkers Union, one of the largest and most liveral-leaning labour groups in the U.S., is to rejoin the American Federation of Labour/Congress of Industrial Organisations (AFL-CIO).

The reunion between the two groups, which severed ties in 1968 because of policy and personality clashes, became certain when a rank-and-file vote in regional conventions of the UAW proved to be in favour by almost a 2-1 majority.

The UAW has about 1.2m active members, with another 300,000 laid-off, many of whom will never return to the industry. The AFL-CIO represents 13m union members.

The vote represents a shift in opinion within the car workers' union in the past two years. It is a reflection of the U.S. labour movement's sense of its loss of influence at national political level and decline in effectiveness at the bargaining table.

The most important change likely to stem from the reaffiliation, which is expected to be completed later this year, will be a greater willingness by the AFL-CIO to involve itself in recruitment drives, especially in the sunbelt states where the unions are weak.

Honduras, Nicaragua move nearer to conflict

BY HUGH O'SHAUGHNESSY

FEARS OF armed conflict between Honduras and Nicaragua rose yesterday after the Hondurans closed their border and massed troops there. Hondurans accused the government in Managua of attacking a frontier post at Guasaule on Tuesday.

Tension between the two countries has been running high because of the activities of former members of the Nicaraguan National Guard of the late General Anastasio Somoza who was deposed after a rebellion in 1979. The Nicaraguan Government has accused the Hondurans of giving asylum and assistance to former National Guard troops who, they say, have been marauding into northern Nicaragua.

The authorities in Managua allege that these troops have killed young people involved in the Nicaraguan literacy crusade. Nicaragua has instituted a people's militia to support its regular forces and the government has accused the U.S. of backing invasion bids by Nicaraguan exiles in Honduras and Florida.

Reuter reports from Bridgetown: Dominica's Prime Minister, Miss Eugemia Charles, has said her island is threatened with invasion by foreign mercenaries and will seek military assistance from abroad.

The Prime Minister was speaking by telephone to the Caribbean News Agency after the U.S. Federal Bureau of Investigation reported that its agents had arrested ten alleged mercenaries near New Orleans on Tuesday.

Writers' strike hits Hollywood

By Paul Betts in New York

HOLLYWOOD is all of a tizz again over a screen writers' strike which threatens to disrupt production of television programmes and films for the autumn season.

The Writers Guild of America has been on strike for 14 days because of a deadlock with film and television producers over a new contract.

The dispute is similar to the three-month Hollywood actors' strike last summer which paralysed the U.S. film industry. The strike heavily damaged the three leading U.S. television networks, and cost the industry more than $50m (£23m) a week

As with the Actors, the central issue involves demands for a share in royalties from new productions for pay television, videodiscs and cable pictures, which are developing into a growing entertainment market challenging productions for conventional cinema and television screening.

The Hollywood studios have so far offered the same formula which the actors accepted last summer, but less money. This involves 1.5 per cent of gross receipts from these new programmes after a programme has played 10 screening days on every pay television network during one year.

The writers have asked for 4 per cent of the gross after allowing producers to recoup $1m.

The producers had prepared themselves for a writers' strike. There is a big stockpile of television scripts and 31 feature films are at present being shot. But although the writers' strike is not biting very deeply at present, it is likely to cause major disruptions if it lasts much longer.

More trouble looms for the studios on the directors' front. The current contract of members of the Directors' Guild of America runs out at the end of June. While negotiations for a new contract have just begun, the directors are also seeking a slice of the profits from new cable and pay television programming. If the industry fails to reach an agreement with the directors, a strike will bring Hollywood to a standstill.

Reagan sets an apocalyptic stamp on his presidency

BY JUREK MARTIN, U.S. EDITOR, IN WASHINGTON

One of the oddest contradictions about Ronald Reagan, a man rooted in the past, is that he is running an administration which regularly acts as if the recent past were best forgotten.

Consider the following extracts from his raptuously received speech to Congress on Tuesday night on his economic package, a performance which probably ensured passage of most of the spending, if not necessarily tax, elements of his programme. They sum up graphically the philosophy he has imposed in the tumultuous first hundred days of his presidency.

"Isn't it time," he proclaimed, "that we tried something new?" Or, "The economic recovery package that I have outlined to you over the past few weeks is, I deeply believe, the only answer we have left." And again, in dismissing the alternative Democratic proposals: "The (House budget) committee measure reflects an echo of the past rather than a benchmark for the future." And, in apocalyptic tones: "The fundamental nature of our economic mess has not changed."

At one level, the approach he espoused on Tuesday night constitutes expertly applied opportunistic politics. He, and those around him, genuinely believe that last year's sweeping electoral victory gave him a mandate for change: he has sensed that some policies he had advanced, at home and overseas, are highly controversial. But he also knows that he is himself held in higher regard than ever since the attempt on his life last month. His political task, therefore, is to hitch his programmes on to his own unparalleled popularity.

But even if he had not nearly been assassinated, there is every reason to believe that the approach would not have been much different. He is the salesman of ideas, not the architect, and he is good at that aspect of the job. It is noteworthy that during his month-long convalescence, his Administration often seemed in disarray and rudderless, its constituent parts, especially in foreign policy, at odds with each other, its priorities suddenly muddled.

In fact, it may be that this Administration has only one spokesman and that is the chief executive himself. Mr. Alexander Haig, the Secretary of State, has been found wanting and his credibility is compromised. Mr. Caspar Weinberger at the Defence Department, while clearly more trusted by the White House than is Mr. Haig, has yet to find the right line between scaring and reassuring the rest of the world, who could be excused, until this week, for thinking that the real foreign policy spokesman was the arch-conservative Senator Jesse Helms from North Carolina, who managed to delay several Reagan appointments from his seat on the Senate Foreign Relations Committee, on the grounds that they were too middle of the road.

Domestically, it is apparent that, for all their undeniable respective talents, neither Mr. David Stockman, the budget director, nor Mr. Donald Regan at the Treasury command the national or the political attention. Real power, in any case, still resides with the White House triumvirate of Edwin Meese, Jim Baker and Michael Deaver and, to the extent that they go public, they do so in deferential, managerial tones, calculated to reassure, not to inspire.

Mr. Reagan makes his economic address: "Isn't it time we tried something new?"

With the President at the helm, his Administration has a focus. There is no questioning that the great achievement of the first 100 days has been to concentrate the public mind on the state of the economy. Oddly enough, and not because of any policies the Administration has put into effect, the economy is in surprisingy good condition. The first quarter saw substantial growth—and less inflationary growth—while the index of leading economic indicators out yesterday suggested that the good times might not end quite as quickly as many fear.

In fact, the economy has performed well enough that politicians might question the Administration's harping on its dire plight. While Mr. Reagan was still in his sick bed such questioning began. Now he is out of it, proclaiming that the apocalypse is still imminent, the debate has shifted in his favour.

Mr. Reagan also has on his mind an extensive and, to many, disturbing, social agenda, running the full range from capital punishment (which he favours), abortion (which he opposes), aid to the poor (which, essentially, he wants to reduce) and the restoration of old-fashioned Christian morality. Again, for tactical reasons, he has asked ardent advocates of these causes to defer legislative action until the economic programme is in place. But while he was out of action this month, conservative forces enjoyed a brief day in the sun with assorted hearings on the question of when life begins, of subversive elements in American society and the like.

The strong suspicion exists that when the President gets round to contemplating such issues, possibly not before next year, then the positions he will take will unleash a great and possibly debilitating social debate.

In foreign policy, the strong anti-Communist, anti-Soviet strain remains intact, the contradiction of last week's ending of the partial grain embargo notwithstanding. What is apparent is that the Administration is finding out that it is not as easy as was thought to disown all the works of the Kissinger-to-Carter era or to persuade the rest of the world that the only matter of account is resisting Soviet adventurism.

But this does not mean a gradual return to a more conventional foreign policy which recognises the complexities of global interdependence. What the President had to say about the national economy on Tuesday night could just as well be applied to his view of the state of America's standing in the world. The collected words of Mr. Haig and, increasingly of late, Mr. Weinberger, are testament to that.

So was the rather strange statement by the Treasury earlier this month that, henceforth, the U.S. would not, except in unusual circumstances, intervene in the foreign-exchange markets. The statement was easy to make, given the dollar's recent strength, but appeared risky since it tied the U.S. to an approach that might look ill-advised should the dollar falter. Its prime rationale appeared to be no more than to demonstrate that this Administration was different from its predecessor.

But that is the essence of the Reagan premise—of faiths and dreams and action. For the moment the country is buying the elegant souffle of rhetoric because it likes the chef and feels it might as well give *nouvelle cuisine* a try. What is not so clear is whether, over time, it will start feeling nostalgic for the old meat and potatoes diet.

EEC tells Spain to start removing import taxes

BY JOHN WYLES IN BRUSSELS

THE EUROPEAN Community has bluntly warned Spain that it expects in June the outline of an agreement to phase out a long-standing Spanish system of protective and discriminatory taxes on imports. The warning comes after a long period of fruitless discussion.

The Community has long maintained that the taxes, coupled with the widespread use by Spain of export subsidies, breach the Community's 1970 preferential trade agreement with Madrid. But Spain has consistently stonewalled on the issue.

It has promised to study specific cases of where taxes on Community products might be higher than those levied on their Spanish counterparts, and has pointed out that a neutral tax system, based on the value added tax, will be introduced when Spain joins the EEC.

But a number of Community countries, with Britain in the forefront, insist that no further delay can be countenanced.

The Ten argue that phasing out the current discriminatory system would in any case be a necessary step towards introducing VAT and that a more accommodating stance should be expected from a future Community partner.

At a meeting this week of the joint committee which administers the 1970 agreement, it was agreed that the European Commission and the Spanish authorities would again examine the tax system.

In addition, the Community delegation warned that it would call another joint committee meeting "towards the middle" of June "in order to agree a solution to this problem."

It is difficult to see how Spain can delay a response for much longer.

Its argument that the problem will be solved through the introduction of VAT is gravely weakened by the fact that it is also trying to persuade the Community to delay the introduction of VAT until some time after it joins the EEC, and this will not be before 1984.

For its part, the Community has been insisting during the current accession negotiations that VAT be introduced at the time of accession, although it will probably eventually agree to some delay.

Leyland may assemble Renaults in S. Africa

By Bernard Simon, in Johannesburg

LEYLAND South Africa, a wholly-owned BL subsidiary, is negotiating to assemble Renault vehicles in South Africa, the company said yesterday.

The discussions initially involve production of one new Renault model, due to be launched in late 1982.

But according to motor industry officials, they may be extended later to include the entire range of Renault passenger cars and light commercial vehicles, at present manufactured under licence by Toyota South Africa at its plant near Durban.

About 600 Renault vehicles are sold each month in South Africa through a network of 150 Renault and Toyota dealers. Renault said: "There will be no fundamental changes to the dealer network," if the negotiations with Leyland are successful.

The talks between the two companies have been prompted by capacity constraints at the Toyota assembly line.

A Leyland official said agreement on the production of Renault vehicles would depend on Leyland's ability to fulfil its present and future commitments. He said that "Leyland has new model plans of its own."

The Soviet coal industry needs new equipment: Tom Sealy reports

Low-quality machines hit output

THE SOVIET UNION'S plans for increasing open-cast coal production are likely to grind to a halt without massive investment in new technology. This could mean an unprecedented opportunity for Western equipment manufacturers.

Open-cast production accounts for only 37 per cent of Soviet coal output, despite a 14.7 per cent increase in production from 223.9m tonnes in 1975 to 256.7m tonnes in 1979. In the U.S., open-cast workings have a 60.9 per cent share in total output—the kind of balance the Soviet Union would like.

But a rapid increase in output is proving to be almost impossible under present conditions. Indeed, average yearly growth in open-cast mining fell from over 6 per cent in the early '70s to only 3.5 per cent today.

Expansion

Unfortunately for the Soviet Union, the main areas for expansion are Siberia. The industry is faced with tough geological conditions, appalling weather with temperatures down to minus 50 deg C, poor logistics, and the human and organisational problems of extreme isolation.

But the real fault, according to Mr. M. I. Shchadov, Deputy Minister of the Soviet Coal Industry, is a combination of bad planning, supplier industry shortages, and low-quality, badly maintained and poorly used equipment.

The industry is plagued with ageing and small capacity equipment. Over half of the rope-operated shovels it uses have bucket capacities of 5 cu m or less. Even the Soviets admit that these "have low availability, low productivity, and are operated many years beyond their planned service life."

The latest domestically produced shovel has a capacity of 12.5 cu m, but only 18 are at work in the industry. Only 25 per cent of demand can be met and only one new machine was delivered in 1979. A 20 cu m shovel has been built but cannot be put into production because there is not enough rolled and high strength steel and other components.

Because of this, the industry has only five shovels with a bucket capacity over 15 cu m. All are imported.

As for hydraulic excavators, Soviet designers have only managed to produce one pre-production model of a 12 cu m machine and the design for a 20 cu m machine. Once again, lack of essential components like steel and hydraulic and ventilations systems is holding up series production.

Walking draglines are also a problem. Production of new and improved machines is being held up by shortages or the lack of domestic ability to meet design specifications.

These include electric motors and components, high-strength, large-diameter steel rope, non-flammable hydraulic fluid for the walking systems, and no specialised production of rapid-wear spare parts like bucket teeth.

Productive

Bucket-wheel excavator installations are generally highly productive. The industry has a total of 44 working on coal extraction which account for around 40 per cent of open-cast production. But more are needed, particularly in the 600 to 5,200 cu m range.

On the drilling side, the Russians make only six types of drill rig despite the wide variety of geological conditions. Maximum hole diameter is 320 mm, but one-metre holes are needed. The latest development is a 200-mm rotary percussive drill rig but production is being held up because there is no suitable hydraulic drive.

Inadequate utilisation of equipment is a persistent thorn in the side of the planners. In 1975, the average yearly output of a single-bucket excavator was 1,495,000 cubic metre. By 1979, this had fallen to 1,401,000 cubic metres. Over a large number of sites, actual excavator output has fallen by 20 to 50 per cent.

This is due partly to poor servicing and partly to poor transport organisation.

Inadequate servicing is shown by the expenditure on repair and maintenance. Annual capital repair costs on transport equipment should be R131m. In fact they total only R95m. In some areas the system has fallen into such collapse that some 30 per cent of the excavators on site cannot be submitted to a major overhaul.

In 1979, failures in road and rail transport kept excavators idle for 20 to 30 per cent of their working time, with dumptrucks forming a major bottleneck. In some areas truck throughput has even fallen by up to 12 per cent since 1975.

Seventy per cent of the industry's dumptrucks have a payload of 27 tonnes or less and is further restrained by poorly maintained haul roads and steep inclines.

But the industry needs 110, 120, and 180-tonne trucks to match its excavator and convayor capacity and 50-tonne plus articulated dumpers could help to solve haul road and incline problems, while avoiding the maintenance and reliability snags of the 100-tonne plus machines.

Undoubtedly, some of the equipment needed to rectify this situation will come from East Europe. But there will still be a gap in the market for trucks and excavators, and for know-how and production technology used in specialised components. It is a gap Western manufacturers could fill.

Brock in Tokyo for car talks

BY CHARLES SMITH, FAR EAST EDITOR IN TOKYO

THE U.S. Special Trade Representative, Mr. William Brock, arrived in Tokyo last night for two days of talks on Japanese car exports and other bilateral trade issues.

Mr. Brock is expected to brief Japanese officials on the "situation in the U.S. Administration and on Capitol Hill" with regard to cars so that Japan can make proposals on how to settle the issue.

A statement promising voluntary restraint of car exports during the 12 months from May 1981 to April 1982 is likely to be issued immediately after he leaves Japan.

The Brock visit was decided on over the weekend as an additional final contact in the series of Japanese - U.S. exchanges over the motor trade issue, after a senior official from the Ministry of International Trade had already left Tokyo for talks in Washington.

The visit appears to have been strongly requested by Japan's Foreign Ministry which has been anxious throughout the discussions to play the leading role in settling the car problem.

Mr. Brock's Japanese opposite number, Dr. Saburo Okita, is attached to the Foreign Ministry, not to MITI which is the other main protagonist in the car affair.

The U.S. Administration is believed initially to have been reluctant to send Mr. Brock to Tokyo but to have agreed on condition that the agenda for his talks should cover bilateral trade issues in general.

It has been Administration policy throughout the long series of exchanges over cars not to appear to take the initiative in demanding action by Japan to limit exports.

During his 48-hour stay in Tokyo, Mr. Brock will meet, not only Dr. Okita, but also the Ministers of Foreign Affairs, Trade and Industry, Finance and Agriculture.

AP adds from Tokyo: The Japanese Government plans to invest Y24.5bn (£52m) to help finance a joint Japan-Saudi chemical project in the Gulf, the newspaper Tokyo Shimbun reported yesterday.

Japanese pressure eases on W. German market

FLENSBURG—Japan's share of the West German new car market declined to 9.1 per cent in March from 12 per cent in February, according to figures released by the Federal Registry of Motor Vehicles.

In Frankfurt, an official of the West German Auto Industry Association said the drop could signal a reversal of the steady rise of Japan's market share in West Germany for the past year.

Some 68,820 Japanese-made new cars were registered in Germany in the first quarter, up from 57,266 in the first quarter of 1980. Japan's market share rose to 10.4 per cent in the first quarter from 8.1 per cent in the first quarter of 1980, according to registry officials. But it was off from an 11.4 per cent share in the first two months of 1981.

According to the registry, Japan overtook France as holding the largest single foreign share of the German auto market, compared to the first quarter of 1980.

AP-DJ.

Danes win £64m order for Indonesian plant

BY RICHARD COWPER IN JAKARTA

INDONESIA'S fast-growing cement industry took another step forward this week when a Danish engineering company won the contract to build a $139m (£64m) cement plant for a privately-owned Indonesian cement company.

The contract was awarded to F. L. Smidth of Denmark by Semen Padang.

The 600,000-ton-a-year extension to an existing plant near Padang on the resource-rich island of Sumatra is the second such contract to be awarded by the Indonesian cement company in the past month.

At the end of March an Indian company—Projects and Equipment Corporation (PEC)—won a $131m (£60m) deal to build a similar 600,000-ton cement plant on the same site at Indarung in West Sumatra.

When both plants are completed, around 1984, the Indonesian company's cement production will increase from about 900,000 tons a year now to 2.1m tons.

Financing for the latest venture will come from a mix of Danish exports credits, Indonesian Government loans and Semen Padang's own funds. The foreign exchange element of the contract is understood to be around $72m.

Ireland attracts new U.S. computer investment

BY JASON CRISP

PERKIN-ELMER, the U.S. instrumentation and electronics group, is to manufacture its powerful mini-computer in Ireland. The company is investing I£11m (£8.5m) in the plant and expects to have sales of $40m-$50m within about two years.

Perkin-Elmer, with annual sales last year of $996m, considered manufacturing the mini-computer in Singapore and Puerto Rico. It chose Ireland because it was in the EEC and because of the tax advantages, according to Mr. Bill Moore, vice-president of Perkin-Elmer's Data Systems Group.

Most of the company's mini-computers are used for aircraft flight simulator systems, scientific research and oil exploration. A new division has been set up to sell commercial business systems particularly in Europe.

Electronics is the fastest growing industrial sector in Ireland. Perkin-Elmer is the 95th foreign electronics company to move there.

Swiss seek end to row on uranium with Canada

BY BRIJ KHINDARIA IN GENEVA

SWITZERLAND'S irritation at a continuing embargo on uranium deliveries from Canada was at the centre of talks between Mr. Pierre Aubert, the Foreign Minister, and his Canadian counterpart, Mr. Mark MacGuigan, during a visit to Canada by Mr. Aubert this week.

Canada placed the embargo on all buyers of its uranium in 1977 but resumed deliveries later to every country except Switzerland. To reduce its almost total dependence on Canadian uranium, the Swiss have since tripled their imports from the USSR

A Canadian Foreign Ministry official said on Mr. Aubert's arrival in Ottawa that uranium deliveries may be resumed soon if the Swiss Parliament approves a new agreement awaiting ratification.

In Berne, officials said the Government has recommended that Parliament should accept the accord. But a Parliamentary committee feels that some of its provisions erode Swiss sovereignty.

No export order is too small for us. No export order is too big for us.

We deliver a unique range of services designed to help all exporters win more orders.

A. A service for export orders up to £25,000.

At Midland Bank International, we have recognised that not enough is being done to smooth the path for the new exporter. Or indeed an exporter with an annual export turnover of about £250,000 or less, with individual transactions of £25,000 or less.

So, we have created our Smaller Exports Scheme – the first Scheme of its kind in the UK.

Under this Scheme we offer you 90% finance on exports sold on up to six months' credit. Interest costs are fixed, there is no recourse to you, your existing facilities are not affected and you do not have to hold an ECGD guarantee – we will handle that for you. You just have to fulfil your export undertakings.

The Scheme is also open to companies not currently banking with the Midland. All you have to do is apply for an export facility and open an account with us.

B. A service for medium sized export orders up to £1,000,000 or more.

Export orders of capital goods and services worth up to £1,000,000 or more and sold on credit of two years and over can cause a severe strain on company cash flow, quite apart from the question of risk.

We can meet your export financing requirements for such contracts and even larger amounts in a number of ways. We can provide supplier credit finance based on your holding your own ECGD insurance cover.

Or, where exporters do not wish to obtain their own cover or have recourse problems, our export house London American Finance Corporation (LAFCO) can help.

LAFCO can arrange cover through their own ECGD policy and they carry the percentage of risk not covered by ECGD. In other words, this gives you 100% protection without any recourse to you. Also, LAFCO will pay you immediately on production of the export documents thus improving your cash flow. Moreover, they take over all the administration work and debt collection. All you must do is fulfil your contract with your customer.

Short term finance of up to two years with additional support services. Midland Bank International is also active in providing finance for credit periods of less than two years.

This finance is both for smaller export orders and larger transactions. It is based on either your holding your own ECGD comprehensive cover, with ECGD issuing a guarantee to the Bank in support. Or where you wish to offload the exposure and recourse, LAFCO can intervene.

In addition, we have Foreign Exchange, Factoring and Trade Development experts together with market information specialists who can help you win more export orders.

C. A service for major capital projects of £10 million or more.

On any major export project, our speed and flexibility as one of the world's leading international banks can be particularly helpful to you.

Our project experts provide you with swift and comprehensive advice on ECGD facilities, including the benefits of ancillary ECGD export services such as tender-to-contract cover.

Frequently, finance not supported by ECGD is also required for major projects to meet front-end payments, third country supplies and local costs. Here, we can provide you with the necessary support through our extensive Euro-currency financing capability.

And to help bring the contract home, our Buyer Credit, Eurocurrency, Foreign Exchange, Leasing and Performance Bonding specialists are prepared to work as a part of your team and make your export package the most sophisticated and attractive one possible for your overseas client.

This can only be a short summary of the highlights from our complete service for all sizes of export orders.

However, you will probably agree that even such a summary demonstrates Midland's innovative approach to exporter's requirements, and why more and more exporters see us as their bank.

Whatever the size of your export order, we can provide comprehensive help towards increasing your export business. The earlier you involve us, the more we can help you.

So please get in touch with us early.

We deliver.

Test us.

Midland Bank International

Midland Bank Limited, International Division, 60 Gracechurch Street, London EC3P 3BN. Telephone: 01-606 9944. Extension: 5465.

Stewart Dalby explains the political and historical background to the fast by prisoner Bobby Sands, MP

Starvation: a desperate tactic which produces few victories

HUNGER STRIKES in Ireland have always raised great emotional heat. But they have rarely achieved much in terms of specific political results.

Possibly the nearest hunger strikers have come to wrenching concessions out of the Government was in 1977, when 18 Republicans in Portlaoise Prison outside Dublin went on hunger strike to try to persuade the Irish Republic to relax prison rules. Their demands were tantamount to asking for political status.

The Irish Government allowed Bishop Cavanagh, the auxiliary bishop in Dublin, to talk to the protesters, but promised no concessions. The protest was called off. The Irish Government denied that concessions had been made, but there was some suspicion that the prison regime was secretly relaxed.

Flexible

The position in the Republic over political status is, if anything, tougher than that in Northern Ireland in theory. In practice the authorities are more flexible over the freedom of prisoners to associate with others of the same political persuasion and over the issue of prison uniform. None the less there is no question of political status being granted.

Nor has political status as such been granted in Northern Ireland since the present troubles began in 1969.

However, towards the end of 1972 Mr. William Whitelaw, the then Conservative Secretary of State for Northern Ireland, did allow some prisoners to be given what was called "special category status."

They could serve their sentences inside wire compounds and, in effect, have rights generally accorded to prisoners of war.

To this day, prisoners sentenced under that regime are in compounds in the Maze and undertake military exercises with wooden guns.

Mr. Whitelaw later said that he regarded special category status as a great mistake.

Mr. Merlyn Rees, who became the Labour Government's Northern Ireland Secretary, rescinded special category status in 1976. However, more than 300 prisoners convicted before then are still serving sentences under "special category" rules.

Two years earlier, policy towards force-feeding of prisoners on hunger strike was changed by the then Labour Government. Mr. Roy Jenkins, Home Secretary at the time, said in a statement to the House of Commons on July 18, 1974, that previously artificial feeding had been considered distasteful and objectionable but was preferable to allowing a prisoner to die.

The traditional view was that a prison medical officer would be neglecting his duty if he were not prepared to feed artificially a prisoner on hunger strike to *preserve health and life.*

Mr. Jenkins continued: "Since there have been misunderstandings on this point, it was in the interests of prisoners, the medical profession, and the public that future procedures should leave no room for doubt."

He said that in future the practice should be that if a prisoner persisted in refusing to accept nourishment he would be examined by the medical officer to ensure that the prisoner's capacity for rational judgment was unimpaired by *illness, mental or physical.*

Force-feeding

If this judgment was confirmed by an outside consultant, then it would be made clear "to the prisoner there is no rule or prison practice which requires the prison medical officer to resort to artificial feeding whether by tube or intraveneously."

Force feeding has not been practised since.

In the Republic, force feeding has not been an issue for some years, presumably because no case has arisen.

But the law of the Republic still requires the death sentence for the murder of policemen. Appeals by IRA members convicted on this charge are due to be heard soon.

Of the total prison population of 2,200 in Northern Ireland, 1,600 have been convicted of terrorist offences including 366 (including four women) convicted of murder and 136 of attempted murder.

The number which enjoys special category status is 366. Half of them are Republicans and half Loyalists.

The bitter catalogue of Ireland's hunger strikers

THE hunger strike has become firmly identified in the popular imagination of the Irish. It has been used as a form of protest in Ireland for about 700 years, in former times by oppressed tenants who starved themselves outside landowners' houses.

The use of hunger strikes as a political weapon in Ireland has a comparatively recent history.

So far this century 12 Republicans have died on hunger strike. One of the most well-known was Thomas Ashe, a leader of the ill-fated 1916 Easter Rising in Dublin against the British. He died in 1917, after being force-fed.

Ms Dolours Price

In 1920 Mr. Terence McSwiney, who was the Lord Mayor of Cork, died in London's Brixton prison after a 74-day fast.

Two other Nationalists also died on that hunger strike. Michael Fitzgerald died after 63 days, and Joseph Murphy after 74 days.

The next death came in the bitter aftermath of the Irish civil war between the IRA seeking full independence from Britain and the "Free State" forces supporting limited home rule.

Two IRA men, Mr. Dennis Barry and Mr. Andrew Sullivan, died in Mountjoy prison, after 43 days without food, in October, 1923.

In 1940 Mr. Jack McNeela and Mr. Tony D'Arcy died after a 55-day fast in the Republic's Arbour Hill prison. The same year, Mr. Joseph Whitty died in Wexford. Very little is known about his strike.

Another IRA man, Mr. Sean McCaughey, died in May, 1946, after a 31-day hunger and thirst strike in the top security Portalaoise prison, west of Dublin.

Since the present "troubles" began in Northern Ireland in 1969, two men have died in hunger strikes but there have been many which did not result in death. Michael Gaughan died in England's Parkhurst prison after 62 days. He was demanding political status. Mr. Frank Stagg died in Wakefield prison after 62 days.

The first of the hunger strikes in the present "troubles" began on May 31, 1972, and involved Mr. Joe Cahill, a member of the provisional IRA army council, and the O'Bradaigh brothers, Ruairi and Sean.

Ruairi was president of Sinn Fein at the time, and his brother was director of publicity. They went on strike to protest against the setting up of special courts under the 1939 Offences Against the State Act.

Mr. Cahill abandoned the strike after only eight days, while that of the O'Bradaighs lasted for 18 and 19 days.

Next came Mr. Sean MacStiofain, who had been *sentenced to six months* imprisonment in the Curragh for IRA membership on November 25, 1972. He fasted for 57 days, but abandoned the strike on orders from the republican movement's hierarchy.

Possibly the most publicised hunger strike was that of the two Price sisters, Dolours and Marian.

They went on strike in 1973 because they wanted to be repatriated to Northern Ireland. They were force-fed in prison for a period of more than 200 days. They have both been released recently because they are suffering from anorexia nervosa.

On October 27 last year seven prisoners went on hunger strike, making five demands, which were considered tantamount to asking for political status. The strike ended in its 53rd day, after one of their number, Mr. Sean McKenna was given the last rites and told he had only 24 hours to live.

Career of imprisonment and protest by the 'commanding officer'

MR. BOBBY SANDS was born in Belfast in 1954. He is described by the provisional Sinn Fein as having joined the republican movement in his mid-teens.

In 1973, when he was nearly 19, he was arrested on arms charges and sentenced to five years' imprisonment. He went to the Maze prison, which was then called Long Kesh, and *served part of his term as a* special category prisoner in compounds within the prison.

He was released in 1976 and continued as an active republican. Six months later he was re-arrested and sentenced to 14 years' imprisonment on possession of arms charges.

Since special category status had by then been abolished for all those newly convicted, Mr. Sands went on the so-called blanket protest.

In 1980 Mr. Sands became the spokesman for the seven hunger strikers who started their protest before Christmas. Before the end of their hunger strike, which concluded when Mr. Sean McKenna was 24 hours away from death on day 53 of the protest, Mr. Sands became "commanding officer" of the republican *prisoners in the Maze.*

The hunger strikers then, as in the case of Mr. Sands, made five demands:

- *Extra visits, letters and* parcels;
- Full remission (in case of Northern Ireland this is 50 per cent of the sentence);
- Rights of free association;
- The right not to wear prison clothes;
- The right not to do penal work.

The *British* Government, which regards allowing these demands as tantamount to conceding political status, had, *however, effectively agreed to* several of these demands before Christmas.

There was to be free association in the evenings and weekends. There were to be more visits, letters and parcels, and full remission was to be restored to anybody who obeyed the prison regime.

There was to be a flexible interpretation of what constituted prison work.

Prisoners were also to be *allowed to wear their own* clothes during recreation periods but would have to wear civilian-type clothing issued by the prison authorities during working hours.

The provisional IRA has claimed *that* the British Government reneged on the promise of flexibility about work and that it had also said it would turn a blind eye towards prisoners wearing their own clothes all the time.

Mr. Bobby Sands went on *hunger strike on* March 1 because of this claim that the Government had reneged.

Some 1981-82 holiday packages abroad will be cheaper than last winter

James McDonald examines the programmes of tour operators Thomson Holidays and Horizon, published this week

PACKAGE HOLIDAYS abroad for winter 1981-82 will be at worst only slightly more expensive than in 1980-81. In many cases prices will be unchanged or even cheaper, particularly to Spain and Majorca.

This picture emerged with publication this week of winter programmes by Thomson Holidays, Britain's biggest package tour operator, and Horizon, which claims to be the second largest winter tour operator.

Thomson is pursuing a larger share of the slightly smaller winter market it believes the recession will produce next year, of just under 1m holidays abroad. It is expanding its programme by 20 per cent, to 385,000 holidays.

Of this total, 50,000 holidays will be cheaper than last winter. The average price increase for the remainder, compared with last year's brochure, is 6.6 per cent. This is the lowest Thomson rise in eight years and half the rate of UK inflation.

Mr. Roger Davies, Thomson's managing director, said: "We have been able to do this through the strength of the pound, through more bulk-buying of hotel space and through concentrating on countries where price rises are the lowest."

The majority of the cheaper holidays will be in Europe. In Majorca, one-third of the holidays offered will cost less and one-fifth of those on the Costa del Sol will be cheaper than last winter. Savings of up to £40 per person are available in Spain alone.

Thomson flights will be from 18 UK airports. The company has introduced holidays to the Far East, Alaska, Sri Lanka and the Maldives.

Mr. Roger Heape, the company's marketing director, estimated yesterday that between 5 and 10 per cent fewer Britons took a winter break last year, *reducing the total to about 1m.* Spain still dominated the market but its share went down from 44 per cent to 38 per cent.

Mr. Heape believed the market would shrink again slightly this winter, to about 950,000 holidays. Spain had made a comeback this summer. He believed this would continue into the winter.

Horizon is cutting the prices of more than half the number of holidays it offered last year. The remainder have been held, on average, at the same price levels as last winter.

A total 137,000 holidays is offered. Departures are from five airports to eight countries.

Horizon gives three reasons for its pricing policy: the strong pound, greater competition between hotels abroad, and the benefits from operating its own airline, Orion.

The company is not expanding its programme this winter, because it does not foresee a growth in the market.

Lucas moves into microcomputers

BY GUY DE JONQUIERES

LUCAS INDUSTRIES is to enter the fast-expanding microcomputer business in a move to extend further its diversification into electronics and away from its traditional dependence on the motor industry.

Lucas Logic, the group's computer applications arm, announced yesterday that it had acquired the product range of Nascom, a small British company which blazed a trail in the market for inexpensive microcomputers until mounting cash difficulties forced it into Receivership last year.

Nascom, which launched its first machine in 1977, rapidly won an enthusiastic following among computer hobbyists. Its products (sold in kit form for £200-£500) are so well regarded that after the company failed, its distributors clubbed together to continue advertising and promoting them.

Nascom, which has sold about 30,000 machines, once employed more than 40 people at a plant in Chesham, Bucks. But the receiver has trimmed back the operation radically and Lucas, which has not disclosed a purchase price, is buying little more than the basic designs. It will transfer production to Warwick, where it plans to make assembled machines as well as kits.

According to Mr. Peter Chambers, who will handle the marketing of the Nascom range, the acquisition will extend the vertical integration of Lucas Logic.

The organisation was set up four years ago to apply to other markets the expertise in electronics which it had acquired in developing new products for the motor industry.

So far, Lucas Logic has concentrated on selling rather specialised and sophisticated products, notably computer-aided design equipment and industrial process control devices, to users in manufacturing industry.

It expects to use Nascom computers in some future industrial products. But its principal target is the emerging mass market for personal computers for use in schools, business, and the home.

By continuing to develop and refine the Nascom range, says Mr. Chambers, "we aim to close the gap between the industrial and consumer user."

Mr. Chambers is particularly optimistic about prospects in education since the Government's recent decision to fund a £14m programme to instal a micro-computer in every secondary school by the end of next year.

The Industry Department has already nominated two small UK companies—Acorn Computers and Research Machines—as suppliers. But Lucas hopes there will be room for other manufacturers as well.

The market for small personal computers is expected to boom, as sharp falls in prices and simpler operating techniques extend their appeal beyond hobbyists.

Acorn's machine is priced at £260, and Mr. Clive Sinclair claims that his £100 ZX-80, launched last year, is selling at the rate of 10,000 a month.

But the cheap end of the market is rapidly growing more competitive. Commodore of the U.S., which claims 50 per cent of British sales of personal computers costing more than £500, recently launched a £200 machine and other American companies like Apple and Tandy are expected to follow suit. A number of big Japanese companies are soon likely to mount aggressive marketing campaigns in Europe.

Mr. Bob Gleadow, managing director of Commodore's UK operations, believes the successful companies will have to have direct access to the latest semi-conductor technology and to invest substantial sums in development of software, the programmes required to make computers work.

In addition they will need to be adept at surviving in the rough and tumble of the consumer market. Whether Lucas can muster the entrepreneurial flair needed to revive Nascom's earlier promise remains to be seen.

Finnish line to run new Channel ferry service

A FINNISH shipping company, Sally the Viking Line, will open a cross-Channel ferry service between Ramsgate and Dunkirk on June 1 with two crossing a day each way, adding to the fierce competition among cross Channel operators.

Last year a Danish company, Dunkerque-Ramsgate Ferries, began a service between these two ports but ended it following heavy losses during the French fisherman's blockade last summer.

The new venture is backed by a major Scandinavian ferry operator, which has signed a 99-year lease on the whole of Ramsgate Harbour and not just the ferry berth. The intention is to develop the whole port.

The ferry fares will be generally below those on the Dover-Calais route although the crossing time—two-and-a-half hours—will be roughly an hour longer.

The single passenger fare will be £8 and any size car will cost £24 except on Fridays and Saturdays in the peak summer season, when the charge will be £34.

Sally will operate the service with the 1974-built Viking 5, which can carry 1,400 passengers and 300 cars and is considerably larger and more modern than the Dunkerque-Ramsgate's Nuits St. George.

The company aim to sell its service on the cheapness and simplicity of its tariff structure, plus the lack of congestion and good motorway links to both the ports. It is spending £750,000 on advertising the service in 1981.

The United Kingdom operation is headed by Mr. Michael Kingshott, a 34-year-old entrepreneur, who launched the Olau Line's Sheerness-Flushing ferry service. He is being assisted by Mr. D'Arcy Lowdell.

Lloyds to offer 95% mortgages

By Tim Dickson

HOUSEBUYERS obtaining a mortgage through Lloyds Bank will be able to borrow up to 95 per cent of the value of the property. Additionally, they will be allowed to see a copy of the bank's valuation report.

Announcing these home-loan scheme features yesterday, Lloyds also said it is improving the terms of its top-up loans.

Lloyds entered the mortgage market in January, 1979. However, in common with most other banks, it was prepared to lend initially up to 80 per cent of the value of a property only.

In offering mortgages of up to 95 per cent Lloyds is competing with the best of the building societies. However, advances of more than 80 per cent will be subject to an indemnity insurance policy from the Sun Alliance group.

This is designed to compensate for any shortfall if a borrower defaults and the sale proceeds of a repossessed property do not pay off the outstanding loan.

The cost of the policy will be a single premium £3 per cent for a loan up to 20 years, and £3.50 per cent for 21-25 year loans.

In another move Lloyds extended its top-up scheme with the Sun Alliance by making mortgages up to 95 per cent available again with indemnity insurance.

The interest on Lloyds' top-up loans is 2½ per cent above the Building Societies Association's recommended mortgage rate (currently a total 15½ per cent).

Normal home loans from Lloyds cost 2 percentage points over base rate (14 per cent at the moment) for loans up to £20,000 and 2½ per cent over base for sums in excess of that amount.

Promising discovery for BNOC in new field off Scotland

BY RAY DAFTER, ENERGY EDITOR

BRITISH National Oil Corporation has made a promising North Sea oil discovery, 40 miles north-east of Peterhead in Scotland.

An exploration well, drilled in block 20/2 by the semi-submersible rig Atlantic One, tested a flow of light, high quality oil at a rate of 4,200 barrels a day.

BNOC said that the reservoir would need further evaluation before the commercial significance of the discovery could be judged. The well was drilled to a depth of 12,970 feet in an operation that began on January 23.

It is the first time that oil has been discovered in that particular part of the North Sea, although British Petroleum's Buchan and Forties fields lie to the east 30 miles and 60 miles away respectively.

The international partnership with interests in block 20/2 are: BNOC, operator (51 per cent); Burmah (11.025 per cent); Canadian Industrial Gas (7.35 per cent); Charterhouse Petroleum Development (9.8 per cent); DSM Hydrocarbons (6.125 per cent); Norsk Hydro Oil and Gas (4.9 per cent); and Svenska Petroleum (9.8 per cent).

● Oil production from Britain's small onshore fields could rise above 20,000 barrels a day—four times the present level—by the mid-1980s, according to a report published today.

Output from the British Gas/British Petroleum Wytch Farm Field in Dorset is expected to contribute significantly to this increase. The report, published by stockbrokers Wood Mackenzie, estimates the total cost of exploiting Wytch Farm could be some £115m (£53m).

Wytch Farm has transformed the onshore oil industry. Wood Mackenzie puts the field's reserve potential at some 100m barrels, far bigger than some North Sea fields and about three times the amount of oil discovered in other onshore fields.

Britain has been an onshore oil producer for many decades—the East Midlands fields have been producing for over 40 years—yet only 25m barrels of onshore oil have been produced to date.

Higher oil prices and exploration successes have stimulated a marked revival in onshore drilling activity. Last year 20 wells were drilled, 10 times the number in 1979.

● Mr. David Howell, Energy Secretary, yesterday made another plea for some of the natural gas in Norway's sector of the huge Statfjord Field to be fed into the UK's proposed £2.7bn North Sea gas gathering system.

He told the Norwegian Chamber of Commerce's annual lunch in London that it would make economic sense to feed gas into the UK system until a Norwegian pipeline system, planned for a later date, was in operation.

Consultation weak point of managers

By Christine Moir

MORE THAN half of British management is very poor at consulting its workforce, and just on half have little ability to recognise or act at an early stage, on danger signals in their companies, according to 425 senior accountants polled by The Accountant magazine and the Stock Exchange.

Notwithstanding these weak features, half the accountants think British management competent, good or very good, although an equal number think it less than competent or poor.

The stronger areas of management are seen to be skilled in advanced research and costing of new products, willingness to seek out new techniques and procedures to improve profits and discipline in decision-making procedures.

The questionnaire sponsored by the Stock Exchange and carried out among readers of the magazine last month, will be published today.

General questions on the economy, suggested that the accountancy profession thinks the Government is effective in its wage negotiations policy, but doubts whether this will have sufficient impact to improve British industry's long-term competitiveness.

Norman Collins under scrutiny

By Christine Moir

THE STOCK Exchange has called in the City of London Police Fraud Squad to investigate, the affairs of Norman Collins, the stockbroking firm, which collapsed early in February.

Mr. Martin Fidler, the Stock Exchange's official assignee, confirmed yesterday that the firm is likely to show a net deficiency of between £500,000 and £600,000 when its affairs are finally settled.

Manchester Council to run northern trade centre

MANCHESTER'S World Trade Centre, set up in 1979 to provide facilities for visiting businessmen, is to be taken over and operated on a much reduced scale by the city's Chamber of Commerce, as it has failed to recruit enough members.

The centre's director, Mr. Peter Sweet, is to leave immediately, and its expensively equipped offices in Ship Canal House—one of Manchester's prestige office locations—are to be vacated.

The centre was intended to duplicate the facilities available at the London World Trade Centre in St. Katherine's Dock, one of a chain of more than 100 centres in 40 countries affiliated to the parent centre in New York.

The Manchester centre's target was 1,000 members but it is believed to have attracted fewer than 100, largely due to the recession, in spite of extensive campaigning among the 40,000 companies in the North.

Manchester City Council, one of the centre's sponsors, made a grant of £133,000 in the year to the end of last September to help meet running costs, and with income still falling to cover costs it advanced a further £45,000 for the six months to the end of March this year.

The Chamber of Commerce said yesterday the staff would receive and deal with inquiries for current and prospective members of the centre from April 30. Links with other world trade centres would also be maintained to allow the Manchester centre to expand its activities again when the economic climate improves.

The centre's aim is to provide a base in major cities where the mobile modern businessman can meet potential trading partners. The centres also provide local members, particularly smaller companies, with a range of export facilities.

Closure of Flixborough 'inevitable'

By Sue Cameron

borough, the chemical plant rebuilt for £35m after an explosion that killed 28 people in 1974, now seems inevitable.

The 380 employees at the plant were told this week that a decision on closure plans would be announced to trade unions in four weeks.

The Flixborough plant, re-opened only two years ago, belongs to Nypro UK which is jointly owned by the National Coal Board and Dutch State Mines. It can produce 65,000 tonnes a year of caprolactam—the raw material used to make nylon yarn.

Nypro managers warned employees this week that in the "light of the virtual collapse of the UK caprolactam market, there must be very grave doubt about the company's ability to continue operations at Flixborough."

Nypro admitted last night that its losses in 1980 had been "hefty."

Weissmueller to join Italian bank

By Peter Montagnon, Euromarkets Correspondent

MR. ALBERTO Weissmueller, Chief Adviser on Banking Supervision to the Bank of England, is shortly to leave the Bank to join Banca Commerciale Italiana as chief executive in charge of UK operations.

Mr. Weissmueller joined the bank in 1979 to help with the implementation of the new Banking Act. He has worked closely with Mr. Peter Cooke, Head of Banking Supervision, in areas such as the licensing of banks and deposit taking companies and the preparation of the Bank's discussion papers on capital adequacy, foreign exchange exposure and liquidity.

He said yesterday that with much of this work out of the way it was time for him to return to commercial banking, although his time at the Bank had been "a most rewarding period."

At Banca Commerciale Italiana, Mr. Weissmueller will also be concerned with developing international business outside the UK, especially in North America, where the bank has branches in New York, Chicago and Los Angeles.

Before joining the Bank of England he was with United International Bank, a consortium bank whose other shareholders were last year bought out by Denmark's Privatbanken.

Five beauty spots to go on special stamps

FIVE BEAUTY spots cared for by Britain's National Trusts will feature in a set of stamps being issued by the Post Office on June 24, to commemorate the golden jubilee of the National Trust for Scotland.

Airport noise to be reduced further

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

THE OVERALL improvement in the "noise climate" round Heathrow and Gatwick airports will continue, with movements at night by the noisier jets being steadily phased out.

The Government is to increase the grants for householders around Heathrow and Gatwick for sound insulation to take account of inflation since the grants scheme was introduced last year.

Mr. John Biffen, Trade Secretary, told the Commons yesterday that the aim was to phase out the noisier—mainly the older—types of jets (such as Boeing 707s and DC-8s) until by 1987-88 no such aircraft would move in or out of Heathrow and Gatwick at night.

● Owners of light aircraft in the UK are working hard to get the tax on aviation gasoline (Avgas) reduced to the same level as duty on aviation turbine fuel (Avtur).

The duty on Avgas is 62.8p per gallon, but that on Avtur is only 3.5p. Avgas is used by many small, privately-owned piston-engined aircraft, while Avtur is used by the airlines.

The General Aviation Manufacturers and Traders Association believes that this discrepancy is discriminatory. The pump price of Avgas is now over £2.50 per gallon.

A small group of Conservative MPs have tabled an amendment to the Finance Bill which would put the same low duty on Avgas and Avtur.

● British Aerospace is using a new method of making titanium components that it believes will save substantial sums in the construction of airliners.

The new technique not only cuts manufacturing time but also reduces the waste material often associated with conventional manufacturing methods.

Described as "not unlike glass-blowing," the new method is called "super-plastic forming and diffusion bonding," in which titanium, instead of being cut and bent to shape, is in effect "blown" into shape.

This means aircraft parts can be produced more quickly, more cheaply, and to a higher degree of accuracy than by traditional titanium-forming methods.

William Press auditor alleged to have turned blind eye to fraud

AN ACCOUNTANT working on the audits of William Press and Son, the builders, turned a blind eye to a tax fraud probably amounting to more than £500,000, Mr. Anthony Hidden, QC, prosecuting, said at the Old Bailey.

Tansley Witt, for which the accountant, Mr. Edward Swaysland, of Sandhurst Close, Camberley, worked, was "a highly respectable firm of accountants," said Mr. Hidden.

It was a firm with a proud history but it was clear one of the partners, Mr. Swaysland, fell from these high standards and took part in this fraud, said Mr. Hidden.

Without Mr. Swaysland the fraud could never have happened, he told the jury.

In the dock with Mr. Swaysland were 10 William Press executives. The 11 men and the company pleaded not guilty to conspiring to defraud the Inland Revenue between January 1972 and May 1977.

Mr. Hidden said "a deliberate, calculated fraud" had been carried out which had probably cost the country more than half a million pounds.

He said that in order to defeat the purposes of the Finance Act of April 1972, the conspirators set up sham companies through which wages totalling £1.9m were paid to their workmen, who either paid less tax than they should have or no tax at all.

Mr. Hidden told the jury that one of the defendants, the financial director of William Press, Mr. Alan Gravelius, of Saxmundham, Suffolk, had been a partner in Tansley Witt, dealing with William Press matters. He moved from Tansley Witt to Press at the beginning of 1973, about three months before the Act came into force.

The nature of the alleged fraud was that Press were pretending other companies were employing their workmen.

The fraud was uncovered by Mr. Alec Ayliffe, who was working for Tansley Witt in the summer of 1973.

Mr. Hidden alleged that Mr. Swaysland told Mr. Ayliffe he must view the situation with "Nelson's other eye." At one stage relevant documents were burned in the daily rubbish by someone taking part in the fraud.

The trial was adjourned until today.

Senior managers take control of Keep Brothers to protect its independence

BY LORNE BARLING

THE SENIOR MANAGERS of Keep Brothers, a Birmingham based foreign trading concern, which last year had a turnover of more than £30m, have taken control of the company following the Industrial and Commercial Finance Corporation's disposal of 45 per cent of the equity.

Keep Brothers, an unlisted public company, has been sold with shareholder approval for nearly £3.1m to its directors and institutional funds. These are represented by Sharp Unquoted Midland Investment Trust (SUMIT), in conjunction with a specially formed syndicate.

The buy-out follows the pattern of a number of similar deals in recent months, but this is the first managed by SUMIT, a fund which has committed more than £2.5m to investments of this kind in the past 18 months.

Mr. James Cecil-Wright, a Keep Brothers director, said: "We have concluded the deal to protect the independence of the company, which had net foreign exchange earnings last year of more than £1m."

ICSC's shareholding in the company was obtained some years ago to ward off an unwelcome takeover bid. ICSC said yesterday: "Keep Brothers' main business is the provision of short term finance, while ours is to provide long term funds. Now is the ideal time to withdraw."

Payment has been 50 per cent in cash and 50 per cent through the issue of loan notes. SUMIT has invested nearly £500,000 in a mixture of preferred ordinary and unsecured loan stock, while a syndicate of institutions has accepted the remaining £1.05m of stock in the same proportion.

Keep Brothers, which has built up a large volume of trading outside the UK, particularly in Commonwealth countries, has substantial liquid assets, mainly held against the risk of trading without Export Credits Guarantee Department cover, a long standing policy.

The company has recently used these assets, backed by its strong cash flow, to set up a first mortgage business, providing loans of between £10,000 and £120,000 for the purchase of commercial property such as hotels and guest houses.

Mr. Ran Meinertzhagen, joint managing director of SUMIT, said: "The company's strength lies mainly in its management expertise, and they as individuals wanted a bigger share of the business."

SUMIT's shareholders are the Clerical, Medical and General Life Assurance Society, Equitable Life, The Iron Trades Employers Insurance Association, Kleinwort Benson, Legal and General, The National Water Council Superannuation Fund, Royal Insurance, Scottish Investment Trust, Sun Life Assurance, Wiggin Investment Trust and three investment trusts in the Touche Remnant Group.

One third of the unsecured loan stock in the Keep Brothers syndicate is held by SUMIT, 25 per cent each by investment clients of Kleinwort Benson Investment Management and Morgan Grenfell, and 16.6 per cent by clients of Lazard Securities. This provided £1.5m.

Five of the Keep Brothers directors have provided a total of £100,000 in cash and taken a 40 per cent share of the equity in the new private company, but this will be reduced to 30 per cent if the loan stock is not repaid by the 12th year—thus creating an incentive. The management previously owned just under 10 per cent of the equity.

The chairman and managing director of the company, which employs 65 people, is Mr. Philip Lloyd, a member of the Keep family which started the business in 1820. Until the buy-out, about 50 per cent of the shares were in family hands.

The company's traditional activity has been as a confirming house providing, for a commission, short-term finance to importers anywhere in the world to buy goods. In effect, it now acts on behalf of buyers to locate, negotiate, ship and finance a wide range of commodities.

In spite of the recent closure of a number of similar operations, Keep Brothers' has steadily increased turnover from £22m in 1976, relying on its ability to assess creditworthiness correctly, thus saving on ECGD premiums. But profitability has been poor, due to the low margins on this type of business and after tax profits last year were under £500,000.

Those involved in the buy-out believe the strength of Keep Brothers is its geographical spread and the absence of cyclical peaks and troughs in the confirming business. Only 5 per cent of activity is in the UK, while more than 30 per cent is in New Zealand, Australia and South Africa.

The company has about 60 outstanding loans totalling about £2m, with the true rate of interest running at 20.8 per cent. Interests on these advances accounted for 41 per cent of company profits last year, without overheads.

IN BRIEF

Brixton riot inquiry to begin in early June

PUBLIC sittings of the Scarman inquiry into the Brixton riots are to start in early June, the Home Office announced yesterday.

The inquiry, despite some criticisms to the contrary, has a fairly wide brief and will be conducted in two phases.

The first will examine the immediate causes of the riots and the actual events that took place during the disturbances. The second will consider the underlying causes, with special reference to the problem of policing areas where the community is multi-racial.

Members of the public and organisations wanting to submit evidence to the inquiry should apply to the Treasury Solicitor, who is solicitor to the inquiry, at Matthew Parker Street, London, SW1, quoting the reference L81/1953/RDM.

The inquiry is only the second to be held under section 32 of the Police Act 1964. The first, also headed by Lord Scarman, was in 1974. It inquired into the events in Red Lion Square, London, when a student, Kevin Gately died during attempts to police two competing demonstrations.

Some organisations in Brixton, including the Brixton Defence Committee, are refusing to co-operate with the Scarman inquiry, while another local group which claims to be more broadly based than the Defence Committee, has called for an international commission of inquiry to be set up.

Laws on blasphemy 'need strengthening'

BLASPHEMY as a crime cannot be justified in a modern system of criminal law but the laws against abusive and insulting behaviour in places of worship need to be strengthened according to the Law Commission.

These provisional conclusions are contained in its latest working paper and are part of its wider project for the codification of criminal law.

Advertising volume 'has held well'

THE BRITISH advertising industry is surviving the economic recession "better than could have been expected," said Mr. Christopher Hawes, chairman of the Davidson Pearce advertising agency, who was yesterday elected president of the Institute of Practitioners in Advertising.

Mr. Hawes said that the volume of advertising had held "remarkably well" during the recession, although few expected an upturn in the next few months.

Government to save £25m on statistics

THE GOVERNMENT plans to save £25m a year in statistical services by cutting the amount of form-filling and shedding 2,500 jobs.

A White Paper published yesterday shows that by 1984 the statistical services would employ 6,500 civil servants compared with 9,000 in 1979. Annual costs of £100m would be cut to £75m.

Biggest ever oil platform sets sail

THE BIGGEST manmade object to travel through the English Channel, the world's busiest shipping route, sets sail for the North Sea today from Cherbourg — weather permitting.

The £60m steel jacket of the oil production platform for Shell/Esso's North Cormorant field, lying on its side on a barge towed by three tugs, will tower 30 storeys above the sea. It weighs 24,500 tonnes.

Carrington Viyella joint venture named

THE warp-knitting joint venture set up by Carrington Viyella, the UK textile group, and Guilford Mills of the U.S. is to be known as Guilford Kapwood and will link its headquarters at Alfreton in Derbyshire.

The venture, announced in January, will be owned on a 50/50 basis and will link Carrington Viyella's current warp-knitting production facilities at Alfreton and Sudbury in Suffolk with the marketing of Guilford's U.S.-produced fabrics in western Europe.

Food industry plea on 20p petrol tax

THE FOOD industry yesterday urged the Government to reconsider its 20p a gallon increase in the price of petrol or Derv, saying that it would raise manufacturers' distribution costs to retailers by about £30m a year.

In a statement on the eve of today's Commons debate on fuel prices, the Food Manufacturers' Federation urged Mr. David Howell, Energy Secretary, to reconsider the rise.

Urgent moves to avert action by ambulancemen

BY PAULINE CLARK, LABOUR STAFF

HEALTH SERVICE emloyers are to embark urgently on countrywide talks with regional and area health authorities to seek ways of averting possible industrial action by Birtain's 17,000 ambulance workers.

Union negotiators hope for a national drive for more cash from employing authorities to fund an incerase in the 6 per cent offer, which they claim has led to widesperad calls for a national strike.

Led by the National Union of Public Employees, union negotiators yesterday demanded a substantial improvement in the offer after rejecting employers' revised proposals for distributing a wage increase within the Government's 6 per cent cash limits set for pay rises in the Health Serivce this year. A 7¾ perc ent offer over 15 months was also rejected.

During joint talks between management and four unions representing ambulance workers, ambulancemens' negotiators made clear however that any imporved offer which fell short of their demand for wage increases equivalent to those of firemen and police this year could still lead to industrial action.

Ambulancemen are seeking a rise which recognises last September's 21 per cent award to police and the 18.8 per cent November award to firemen. This is part of their long-standing campaign for status as the third arm of the country's emergency services.

The threat of national strike action in the ambulance service has been taken seriously by the Government which earlier this year drew up detailed contingency plans involving the possible use of troops to cope with any breakdown in the service.

All four unions representing ambulancemen have reported overwhelming rejection of a 6 per cent pay increase in recent ballots and branch consultations on pay. The National Union of Public Employees ballot of 10,000 members produced 9,000 rejections of the offer.

Yesterday's revised offer was a marginal improvement on earlier proposals offering either a straight 6 per cent pay rise over 12 months from January 1, or 7.5 per cent from January to March 1982.

Engineering union may back pay curb policy

By Our Labour Staff

THE SECOND largest union in Britain will consider supporting an incomes policy under a future Labour Government.

The policy making committee of the Amalgamated Union of Engineering Workers yesterday rejected a motion seeking to commit the union to oppose any incomes policy.

Mr. Michael Towey of Birmingham, who led the successful opposition, said: "The TUC and the trades union movement should discuss the restructuring of the economy with a future Labour Government.

"There will have to be an understanding for stabilisation and there may have to be an incomes policy. I want to see a bridge built between the unions and a Labour Government."

The national committee unanimously called for TUC-sponsored days of action, including one-day strikes, to protest over "the disastrous policy" of the Government.

● About 4.3m people wanting to work will be unable to find jobs by the next full Budget unless there is a dramatic change in Government policies, says the Association of Scientific Technical and Managerial Staffs, the second largest white collar union.

Big rise in days lost through strikes

BY PHILIP BASSETT, LABOUR STAFF

STRIKES OVER pay in the Civil Service in March pushed the number of working days lost through stoppages to the highest monthly total for the last 12 months.

The provisional total of 599,000 days lost last month, according to Department of Employment Gazette figures published yesterday, is the highest since April last year, when 960,000 days were lost. It is a further indicator of rising strike activity since the run of low monthly totals in the second half of last year.

The department points out that the number of stoppages, at 114, was lower than corresponding months in any year since the 1940s though the number of workers involved showed a big increase from 76,000 in February to 458,000 last month.

Both these indices, though, are a considerably less reliable indicator than days lost through strike activity. About 370,000, or more than 60 per cent, of the days lost stemmed from the one-day national strike in the Civil Service on March 9 and the programme of selective strikes and walkouts since then.

The gazette gives the first official estimates of some of the action taken by the Civil Service unions.

The unions had estimated that walkouts over the threatened suspension of four clerical staff at Liverpool on March 12-13 involved up to 100,000 staff. The Civil Service Department could not supply figures then, but it showed yesterday that about 80,000 were out.

Similarly, more walkouts over suspensions on March 26 and March 30 involved 20,000 staff each.

The total of 1.273m days lost in the first quarter of 1981, though considerably lower than the 9.283m days lost in the corresponding period last year, shows a marked increase on the totals for the previous two quarters of 398,000 and 492,000

THE GOVERNMENT estimates that by the end of this year manual workers' normal basic hours will be on average no more than 39½ a week.

The Department of Employment's latest Gazette shows that about 500,000 workers had reductions in normal weekly hours in 1980, averaging about 1¼ hours—more than in any year since 1974.

When the reduced hours in the engineering industry comes into force this November, the department estimates that the figure for 1981 will rise to at least 3.2m.

Average normal weekly hours were 39.8 at the end of 1980, compared to 40.2 hours 10 years before.

Workforce may grow by 1m in five years

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

THE labour force could grow by between 500,000 and 1m by 1986 after declining by 140,000 in the past four years.

This would mainly reflect the increase of about 750,000 projected for the number of people of working age. These figures apply to Great Britain and exclude Northern Ireland.

The latest issue of the Department of Employment's Gazette takes account of data up to 1979. This indicates a sharp increase in early retirement for men and a reversal of the previous rise in the proportion of women seeking work.

These changes explain why previous projections in 1977—that the labour force would rise by 700,000 in the period to 1981—have proved to be out by 850,000.

The implication is that if the proportion of men and women participating in the labour force had remained at previous levels, unemployment might have been much higher than it has turned out to be.

Estimates of the future size of the labour force depend both on the change in the population of working age and on the proportion of each age group working or looking for work (known as the activity rate).

The projected increase of 750,000 in the number of people of working age between 1977 and 1981 will be caused by the decline in the number of people reaching retirement age.. This decline is mainly because of low birth rates during the First World War.

The increase will also arise from the large number of young people who will reach school-leaving age as a result of the high birth rates of the mid-1960s.

Activity rates depend on the demand for labour. On the working assumption that unemployment will rise from its present level of 2.5m to a peak in 1982, followed by a decline to 1.5m in 1986, an increased demand for labour and the rise in the population of working ago would boost the labour force by 1m.

At 2m unemployed in 1986 the rise in the labour force would be 700,000, to 26.7m, while at 2.5m unemployed the rise would be 500,000.

'Basis exists' for Civil Service talks

BY PHILIP BASSETT, LABOUR STAFF

THE GOVERNMENT'S offer of an outside inquiry into Civil Service pay and more flexibility over next year's deal was a good basis for a resumption of talks and for a reasonable and honourable settlement, Mr. Barney Heyhoe, Civil Service Minister, said yesterday.

Replying to Commons questions Mr. Heyhoe said that to increase the 7 per cent offered for this year, though, would be a betrayal of the 21m public-sector workers who had already settled at about that figure. Opposition MPs accused the Government of treating civil servants with "breathtaking ineptitude and arrogance."

In a written reply Mr. Heyhoe said about 600,000 non-industrial working days had been lost between March 9, the start of the campaign of strikes, and April 29.

The prospect of the Royal Navy being used again to resupply a Polaris nuclear submarine, as it was recently with HMS Resolution, was raised yesterday when another Polaris craft, HMS Repulse, docked at the Faslane base on the Clyde.

The unions told the management that no services would be provided for the submarine. The use of Servicemen is likely and this could provoke further widespread walkouts of staff.

Union conferences, due to begin next week with the Civil Service Union, will hear calls for all-out action. The CSU executive has submitted an enabling motion for its conference to allow it to authorise such action.

The union's cargo blockade of Ireland is likely to be lifted completely in the next few days. Customs staff at Fleetwood returned to work yesterday following a similar move by staff at Holyhead on Tuesday.

Action by air-traffic control staff was only partly effective yesterday. Belfast and Liverpool airports were completely closed in the morning.

However, the Civil Aviation Authority said 80 per cent of traffic at Manchester and 100 per cent at Birmingham was handled by controllers who rejected the strike call.

BP drivers accept deal

BP TANKER DRIVERS and distribution workers have voted 1,430 to 427 to accept a productivity deal based on higher work standards and a reduction in "non-productive" time.

The drivers' basic pay of £113 could rise to £129 if productivity targets are fully met. The Transport and General Union has agreed to about 225 jobs going in distribution and other services.

Clerical staff to question union dispute award

BY NICK GARNETT, LABOUR STAFF

THE Association of Scientific, Technical and Managerial Staffs will ask for clarification of a TUC disputes committee award made against the union, one of its officials said last night.

The committee decided a month ago that about 1,100 ASTMS members at the General Accident insurance company should be handed back to the Association of Professional, Executive, Clerical and Computer Staff (Apex) from which they had resigned two years ago.

The Apex annual conference instructed its executive to press for the suspension of ASTMS from the TUC if ASTMS did not carry out the committee's decision.

Mr. Peter Kennedy, an ASTMS national officer, said yesterday that his union carried out TUC awards but there were grounds for questioning the decision. The union wanted clarification of the decision, particularly on a precise breakdown of which members would be involved.

ASTMS executive was considering whether to challenge the principle of the committee's award at the next TUC congress, Mr. Kennedy said. It was unclear on what basis that could be done.

● ASTMS members at the Legal and General insurance company have been voting marginally in favour of accepting the company's 11 per cent pay offer despite an earlier warning from the union about possible industrial action.

● Midland Bank and the Banking, Insurance and Finance Union reached agreement yesterday on the dispute at one of the bank's Oxford Street branches in London and 18 BIFU members will resume work this morning.

The settlement involves no back pay for the period of the dispute and BIFU members will not continue to work to rule. The union and the company will examine specific causes of the dispute and have agreed to ensure there will be discussions between bank and union officials whenever industrial action could result in suspensions.

Strike halts nuclear plants

A ONE-DAY strike by white-collar workers over a pay claim closed several of Britain's nuclear installations, including the Windscale re-processing plant, yesterday.

British Nuclear Fuels, which operates Windscale, the two nuclear power stations at Calder Hall in Cumbria and Chapelcross, Southern Scotland, the nuclear fuel manufacturing centre at Springfields, near Preston and the uranium enrichment plant at Capenhurst, near Chester, said the strike call had been 80-90 per cent effective.

The unions plan further disruptive action, including a work-to-rule and an overtime ban. They are protesting over a pay offer of 6 per cent, described by BNFL as "final."

Chemicals industry action threat

INDUSTRIAL ACTION in the chemicals industry is almost inevitable unless employers improve their pay offer, Mr. David Warburton, General and Municipal Workers Union national officer, and chairman of the trade union side of the industry's joint council, said yesterday.

The three unions which negotiate for process workers with the Chemical Industries Association are consulting their members.

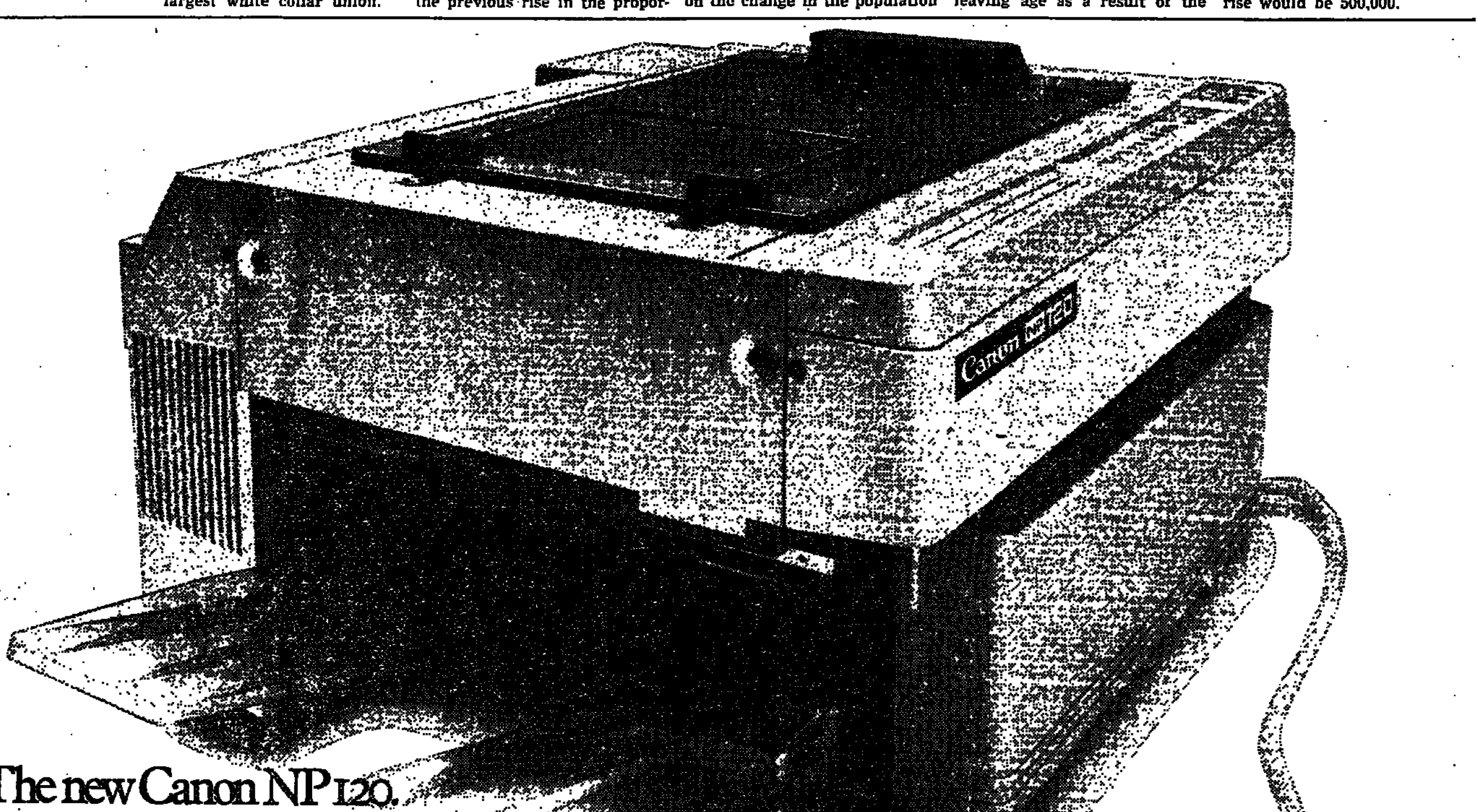
The unions' officers have rejected the association's "final" offer. Mr. Warburton said yesterday that on the basis of members' response to an earlier offer from the employers, the rejection would be endorsed by members.

The offer, which covers more than 100 companies and about 57,000 workers involves a rise of 12p—7.3 per cent—on the current national basic rate of 165p an hour. The national three-shift payment would be raised by 8.3 per cent.

"A shutdown is possible for the first time ever," Mr. Warburton said.

Rail line probe

Mr. Jim Mortimer, former chairman of the Advisory, Conciliation and Arbitration Service, is to head an inquiry set up by British Rail's unions into plans to close part of the Manchester-Sheffield-Wath freight line.



Two party system is bust, says Owen

By Richard Evans, Lobby Editor

DR. DAVID OWEN, Parliamentary leader of the Social Democrats, in an attack on both *major parties claimed yesterday* that the country now sensed the two-party system was finished.

"The country senses the system is bust and they cannot wait to vote for Social Democratic and Liberal MPs in the knowledge that this will separate the Siamese twins and break their monopoly of power which over the past 20 years has done so much to hasten the economic decline of Britain," he told Liverpool University students.

Neither party dared face a by-election and both parties were deeply split, riddled with warring factions internally criticising their leaders and desperately clinging to the hope that somehow the two-party system would survive the assault from the Social Democrats.

Conservative MPs, having no provision for an electoral college or annual vote of MPs to confirm their leader, lived either in fear or hope that the Cabinet "wets" would revolt.

Labour MPs, having cravenly accepted the *electoral college*, lived either in fear or hope that there would be a contest for the deputy leadership.

While this "unedifying spectacle" continued, Dr. Owen said, unemployment was worsening, the economy being weakened and the country's social and racial tensions growing.

"We cannot go on like this. Is it any wonder that the public now sees the *Social Democratic Party* as the true opposition and future government of the country?"

He argued that in normal circumstances a government "as in*competent and as insensitive*" as the present one would have been forced to change its policies either by its own party or by the Opposition.

"The sad fact is that the Prime Minister's *dogmatic* and doctrinaire leadership continues unchecked and the Labour Party's dogmatic and doctrinaire policies appear to the public barely more appetising," Dr. Owen declared.

Peers of all parties set out on a quest for the elusive Holy Grail

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

THREE PUNK rockers complete with *luminous green* haircuts and wearing leather jackets decorated with chains were to be seen lounging outside the Chamber of the *House of Lords* yesterday as peers arrived for a debate on the need for greater equality in the UK.

They turned out to be guests of the seventh Earl of Longford who had initiated the debate—a sure sign that it was going to be a trendy occasion.

This was certainly the case as *peers* of all parties set out on a 2½-hour quest for the Holy Grail which has eluded politicians and philosophers for the past 300 years.

Speaking as a "convinced but moderate socialist," Lord Longford admitted that a Conservative peer had told him brusquely: "I thought that the idea of equality had *been disposed of long ago.*"

Undeterred by such scepticism, the idealistic earl offered the House three rather unremarkable and heavily qualified conclusions. A society marked by a high degree of equality is—other things being equal—morally superior to a society marked by a high degree of inequality. Present society is marked by high inequality. We should therefore redouble our efforts to make society more equal so long as this can be done without danger to our values.

The debate jogged along in this vein for some time and peers nodded in agreement as Lord Banks (Liberal), quoted Marco, the Republican in Gilbert and Sullivan's "The Gondoliers":

"The aristocrat who banks
with Coutts.
The aristocrat who hunts and
shoots.
The aristocrat who cleans your
boots.
They all shall equal be."

Dr. Gerald Ellison, making his last speech in the Lords before retiring as Bishop of London, gave an eloquent defence of equality. But even he admitted: "I have never been able to subscribe to the argument that, because all cannot have fillet steak, then all must be content with bully beef."

The rot really set in, however, when Lord Vaizey, the *economist and sociologist*, made his contribution. A former socialist who now sits on the Conservative benches, he is the author of numerous tomes on equality.

But even he had to admit he was at a complete loss. After years of "arduous and careful study," he doubted whether in the short run there were many steps that could be taken which *would* lead to greater equality.

In his speciality of education, he was even more pessimistic. "I am defeated. I don't know what steps one could take, if one were Minister with all power to reform the educational system."

Lord Harris of High Cross (Independent), had no *illusions about equality*. He thought that enterprising businessmen had been responsible for "practical progress" towards this end, rather than politicians who *grabbed people's money* in taxes and handed it back "minus heavy freight charges."

The 13th Viscount Massereene and Ferrard (recreations: field sports, farming, forestry, racing) seemed to take the view of an unreconstructed Darwinist.

"No economic equality can survive the workings of biological inequality. That's a fact of life. You are only equal when you are dead."

Guillotine on Nationality Bill will be regretted, Powell warns

BY IVOR OWEN

Powell: claimed that Government mismanagement, not Opposition filibustering, caused the guillotine

A WARNING that the Government will come to regret curtailing discussion on the controversial British Nationality Bill by invoking the Parlamentary guillotine was given by Mr. Enoch Powell (Ulster Unionist Down South), in the Commons last night.

He supported the view of Mr. Michael Foot, Opposition leader, that the committee stage of such an important constitutional measure should have been taken on the floor of the House with all MPs having the opportunity to participate instead of being referred to a standing committee restricted to a membership of 24.

A Government motion requiring the committee stage to be completed by May 14, by which time it will have occupied more than *100 hours*, and ensuring that the remaining stages are completed in time for the Bill to be sent to the House of Lords in June, was approved by a majority of 55 (295-240).

Mr. Powell argued that Government mismanagement rather than Opposition filibustering in the standing committee had made it necessary to resort to the guillotine in order to ensure that the Bill reached the Statute Book by the end of the present Parliamentary session in October.

To begin with, he said, the introduction of the Bill had been delayed so that the second reading debate was unable to take place before the end of January.

He contended that parties in the House *had* recognised from the outset that it would be desirable to get the Bill through without using the guillotine and *the fact that it was now being* introduced amounted to a confession of failure.

He criticised Mr. William Whitelaw, the Home Secretary for not taking charge of the standing committee proceedings himself and suggested that had he done so, the guillotine would not have been needed.

Mr. Powell, who has played a leading role in the standing committee, also complained that Mr. Roy Hattersley, Labour's Shadow Home Secretary, although agreeing to serve on it, had not given the full leadership which had been required.

Justifying the Government's decision to use the guillotine, Mr. Francis Pym, Leader of the Commons, calculated that the standing committee had been examining the 62-page Bill at the rate of five lines per hour.

Had the same slow pace persisted this would have meant *the committee would not have* completed its work until well into the autumn if not into the New Year.

The Government had no choice but to bring forward the guillotine, he insisted.

Mr. Pym emphasised that the Government was committed to harmonious race relations and maintained that the decision to use the guillotine in no way affected that basic position.

He recalled that the Government had already responded constructively to apprehensions expressed following the introduction of the Bill and introduced a number of amendments to allay fears which had been aroused.

He claimed that the guillotine would operate in a way which would permit adequate discussion of the Bill. The standing committee would have until May 14 to complete its task, *then there would be three* further days of debate on the floor of the House for the report and third reading stages

Mr. Pym contended that the anxieties which ethnic minority groups had expressed about the effect of the Bill were not well founded.

Mr. Hatteresley said that the Government's decision to use the guillotine would strengthen the feeling among ethnic minorities in Britain that their interests were not being properly represented in Parliament.

He accused the Prime Minister of having exacerbated the situation by her wild and intemperate language including *her statement that the Bill had* resulted from immigrants pouring in to Britain.

Mr. Whitelaw vigorously denied that the Bill was sexist or racist, and was *adamant* that *adequate time was being pro*vided for all its provisions to be properly considered.

Pym: contended that anxieties expressed by minority groups about the Bill were not well founded.

Labour policy document reaffirms commitment to leaving Common Market

BY ELINOR GOODMAN, LOBBY CORRESPONDENT

THE LABOUR Party yesterday reaffirmed its commitment to interventionist, reflationary economic policies, all based on the premise that Britain must come out of the Common Market.

In a policy document agreed by Mr. Michael Foot, the labour leader, and other members of Labour's national executive, the Party restated its belief in the need for a big increase in public ownership, a major public investment programme and import controls.

Included in it also are a number of policies, like planning agreements, which in the past have proved more popular with Labour conferences than with Labour Governments.

But the executive once again managed to get round the very delicate question of incomes policy.

A number of other highly controversial points, such as whether there should be compensation for companies renationalised by the next Labour Government, were also left open.

The Labour Left's campaign to increase the influence of the rank-and-file in the *Party moved another step forward yesterday. The national executive committee* agreed that the Party should consider ways of introducing recorded votes at the annual conference. The Left, which has already been successful in getting recorded votes for the leadership election, believes it is essential that delegates should not be allowed to cast their votes in secret when they have been mandated by their members.

Presented with various different forms of words for dealing with the question of pay, the executive chose the vaguest, and the final document agreed yesterday makes virtually no reference to the inflationary pressures which big pay demands could create.

Instead, the document stresses that all Labour's other economic policies would be "enhanced by the close co-operation that will exist between the next Labour Government, the Party and the trade union movement at every level."

After discussion, it was agreed not to include a passage—put forward as an option by the Party's research department—which would have called for annual talks between the trade unions and a Labour Government in an attempt to negotiate a "broad agreement" over "pay, collective bargaining and the distribution of income."

Mr. Foot said, however, that there was nothing to stop Labour and the unions talking about subjects not covered by the document.

The document amounts to a re-statement of party policy, and there are no major new points

A more comprehensive economic statement, which could form the basis of the rolling manifesto which Mr. Tony Benn and other Left-wingers want the party to adopt will be produced in time for the party conference.

The idea behind yesterday's interim statement was to demonstrate that Labour does have an alternative to Mrs. Thatcher's economic policies.

Under the title "Labour's Plan for Expansion, the alternative economic strategy," the Party goes through all the arguments most commonly used against the kind of reflationary policies it favours.

It then goes on to outline the kind of policies Labour would implement. It stresses the need for planning and industrial democracy and goes back to the idea of planning agreements, backed up by sanctions.

It also talks about the need *to prevent "basically viable* companies" being closed down because of short-term financial difficulties—without specifying what Labour would do to stop this happening.

Other goals included are: a national investment bank: a publicly owned stake in each important sector of industry: a foreign investment unit to monitor both inward and out*ward investment, particularly* by multinational companies: direct action to bring down the exchange rate; import penetration ceilings, and a progressive move to a 35-hour week.

The document also insists that the policies could only work if Britain withdraws from the Common Market.

Biffen accused of 'aiding' Saint Piran takeover

BY ELINOR GOODMAN, LOBBY CORRESPONDENT

THE CONTROVERSY over the bid for Saint Piran, the mining and property group, moved to Westminster yesterday. Mr. Stanley Clinton Davis, Opposition spokesman on trade, wrote to Mr. John Biffen, Trade Secretary, claiming the situation had "blatantly revealed how pathetically inadequate" the powers of the takeover panel were.

He accused Mr. Biffen of "positively assisting" Mr. Jim Raper, the former chairman of Saint Piran, who through another of his companies is acquiring Saint Piran.

Mr. Biffen, said Mr. Clinton Davis, had "capriciously swept aside" the recommendations of the Department of Trade Inspectors. He urged him to think again and take appropriate action to "thwart what *are clearly undesirable developments*" affecting Saint Piran.

Mr. Raper's Hong Kong-based master company, Gasco Investments, has acquired control of Saint Piran with a 60p bid despite serious criticism from both the Takeover Panel and Department of Trade Inspectors, and a requirement under the Takeover Code that he should have paid at least 85p.

Mr. Clinton Davis said that by his actions, Mr. Raper had bypassed the rules governing bids and mergers and had consistently defied the takeover panel. Unhappily Mr. Raper's endeavours had bean positively assisted by Mr. Biffen's "embarrassingly inert reactions to the recommendations of the inspectors," he said.

The inspectors recommended earlier this month that, the company should be wound up. This was rejected by Mr. Biffen who preferred to leave it to the shareholders themselves to take *action in the courts.* Mr. Clinton Davis said this attitude was "wholly inadequate."

Editorial Comment, Page 24

Sperry looks for better flight in Phoenix

FROM GEOFFREY CHARLISH IN ARIZONA

ON THE road to the Grand Canyon north of Phoenix, Arizona, a 60,000 square feet, windowless, air-conditioned research and production unit shuts out temperatures of 100 degrees F and beyond to allow some 6,000 scientists and engineers to develop and produce radically new concepts in airline flying.

Shock of fuel costs

The company is Sperry Flight Systems and one of the new equipments, called flight management computer system (FMCS) is designed to make things easier for the pilot by integrating several of the existing electronic systems—these range from sophisticated navigation devices to performance management for best fuel consumption—into one computer/display complex.

In parallel, Sperry is developing new displays based on the cathode ray tube that will do away with many of the old-established electromechanical instruments.

Possibly the biggest shock to commercial flying in recent times has been the continual increase in the cost of aviation fuel.

For airlines the problem has long since extended beyond simply flying the shortest route between A and B. Now, even that has to be done with the lowest possible consumption of fuel.

In addition, economic operation means observing limitations on thrust levels to reduce engine maintenance costs, maintaining optimum speed en-route (usually a trade-off between the time-table and the fuel bill), and complying with air traffic control requirements.

As these requirements become more and more stringent the need for computer assistance becomes correspondingly urgent, as does the need for clear and unambiguous displays of maximum use to the captain.

What Sperry has done is to integrate performance management, en-route navigation, flight planning, aircraft guidance and display functions into one computer-controlled information system offering an unprecedented level of cockpit automation and operational efficiency.

The pilot is provided with what amounts to a small computer terminal on the instrument panel. It has a 4 x 3 inch screen with keyboard and is connected to a computer for which a rugged lightweight magnetic disc store had to be designed and manufactured.

This storage unit can hold 4m bits of data—enough to retain all the aircraft and engine data together with essential information about the runways, navigational aids and other facilities at most of the world's international airports.

In this flight deck mock-up at Sperry Flight Systems, Phoenix, Arizona, an engineer enters data on one of two flight management information terminals. The FMCS system will fly on Boeing's 757 new twin engined wide bodied jet.

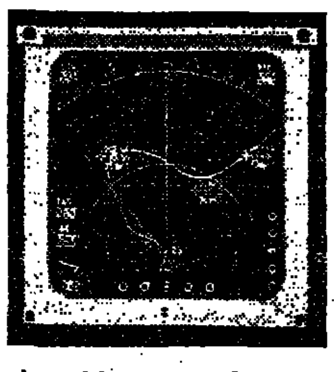
Before departing, the pilot fills up blank spaces on "pages" which he calls up on the CRT screen. He enters data such as the airport identifier characters, time, date, fuel weight and other starting data including the flight plan which he chooses from a library stored on the disc for that particular airline.

Subsequent "pages" displayed on the screen will then give him detailed horizontal and vertical navigation information including course, distance, speed, altitude and estimated time of arrival for each leg of the flight.

Further "pages" will tell him how to take off, cruise and finally land at minimum cost. He can also call up en-route "progress" pages which will display present position in latitude and longititude, distance to go, time to the next waypoint, fuel expended so far—any desired parameters can be programmed in.

Much of the development work has been carried out in close co-operation with Boeing and the 767 wide-bodied twin-engined airliner will be the first to go into service with FMCS.

There is however, growing objection from the various airline pilots' associations: with these systems it becomes possible to fly such aircraft without a flight engineer. The two or three man crew controversy has not yet been resolved in all airlines.



A multi-purpose colour display in which continuously varying compass rose, track heading, planned flight path and fixed beacon locations can be seen.

However, certification trials for the 767 are expected to be complete by June 1982 and the European A310 airbus is to be similarly equipped.

Smiths Industries in the UK has also co-operated with Beoing and recently announced that its system has been selected by Kuwait Airlines for the A310.

Also moving forward quickly at both Sperry and Smiths is the design of multi-colour programmable displays using a six inch square screen on which any of the present panel instrument visuals can be "drawn" in several colours.

Because they are software controlled, these "instrument pictures" can be more comprehensive, more active and so more informative.

At the moment the displays use a Japanese shadow-mask CRT with resolution three times that of the normal domestic TV shadowmask tube. But Sperry intends to develop its own tube soon.

To compensate for the wide range of ambient lighting conditions encountered in the cockpit, a sensor measures the level and adjusts the display brightness accordingly.

The tube combines direct character writing (beam steering) with normal raster scan (as in domestic TV) and this enables fields of colour to be used in conjunction with coloured alphanumeric characters.

Thus, almost any kind of display can be put on the screen ranging from a direct copy of the electromechanical horizon situation indicator to block diagrams of the aircraft's hydraulic systems.

Of particular interest are the navigational display possibilities. Demonstrated to the *Financial Times* in Phoenix was an example in which a compass rose with numerical heading read-out was combined with vector lines defining proposed flight paths between waypoints or radio beacons.

Using the colour field facility, a multi-coloured weather radar map was superimposed so that, in practice it would be obvious to the pilot that he was flying into bad weather.

While the flight path is being flown the whole displayed picture changes and the compass rose rotates accordingly as the programmes flight pattern is "used up."

Meanwhile, the displayed programmed aircraft track reduces in length to become zero when the waypoint or other destination is reached. Fixed points such as beacons move across the screen accordingly.

Any other desired data such as airspeed or altitude can be shown at fixed sites on the screen.

The exciting thing about these new displays is that they can be programmed to meet the needs of any airline's flight operations.

Up to six are likely to fill much of the panel space on aircraft from the 757 and A310 onwards and it seems inevitable that most of the conventional instrumentation will become outmoded by the end of the decade.

Radiation leaks from walls and floors

RADON, a radio-active gas given off by the naturally radio-active metal radium, which is present in traditional building materials, *turns out to be the biggest single source of radiation to* which people living in Britain are exposed.

The National Radiological Protection Board, the government's watchdog for all kinds of radiation, reports today that it accounts for one-third on average of the average annual dose for people living in Britain.

"The magnitude of it amazed us," admits Mr. Michael O'Riordan, the senior scientist responsible for revising the board's report 'Living with radiation'. Previously radiation protection scientists have been reluctant to separate radon from other sources of natural radiation and its dominance has been obscured. Now Mr. O'Riordan believes that the UN Scientific Committee on the Effects of Atomic Radiation (UNSCEAR) will be obliged to follow the lead the NRPB has given, and record radon separately.

For the average Briton, the annual effective radiation dose-equivalent from the radio-active decay products of radon is put at about 800 micro-sieverts, on average. But the NRPB says that there are "pronounced variations." Some people are getting more than ten times as much radiation from this source.

The source is simply the materials from which we build our houses. When radon gas leaks from the ground into the atmosphere, it is dispersed in the air and concentrations remain low. When it leaks from stones or bricks inside a dwelling, or seeps through the floor, concentrations can build up exposing the occupants to more radiation. The immediate decay products of radon-222 are solid radio-nuclides having short half-lives, often called *radon "daughters." They* attach themselves to dust particles and hence can be inhaled, to irradiate the lungs. This is the radiation exposure NRPB scientists have now succeeded in measuring. To their astonishment, it turns out to exceed even the biggest of the artificial sources of radiation to which Britons are exposed, namely the medical use of radiation for diagnosis and therapy. It accounts for more than three-fifths of the natural radiation received from all sources.

Pressure to exploit this "last *frontier* in radiation protection," as Mr. O'Riordan sees it, came from the radiation scientists themselves, and their worry that so much public attention was being focused on the very small resources of man-made radiation. These small sources are associated with atmospheric nuclear weapons testing, and with the activities of the commercial nuclear industry.

Can anything be done to lessen people's exposure to radon? "Possibly, we think, but we are in the very early stages." The International Committee on Radiological Protection, the scientific committee whose standards almost every nation accepts nowadays, is trying to establish some principles to follow. The NRPB report suggests cautiously that — "unusual building sites and materials with elevated levels of radioactivity might well be *avoided.*

The report shows that Britain's 110,000 "radiation workers"—those who work with radiation, from radiographers and dentists to reprocessors of spent nuclear fuel—rank with workers in the food and furniture industry (relatively safe industries) in terms of mortality from occupational hazards, including cancer. The fatal accident rate for the nuclear power industry is also low by British industry standards generally, about one in 70,000 per year.

Collectively, the British population as a whole receives about 1,000 man-sieverts a year of radiation from man-made sources such as nuclear power plants. Such a dose "*might imply* about 10 deaths a year from cancer and about 10 seriously hereditary defects in all subsequent generations." *suggests* the NRPB. This harm has to be set off against the benefits of using radio-active substances for other than medical uses.

For comparison, the collective radiation dose to the British population from natural radiation is estimated at about 100 times greater than the man-made, non-medical dose.

Living with radiation. HMSO 50p.

DAVID FISHLOCK

.. POINTERS ..

Pile measured

A PORTABLE, self-contained instrument for measuring accurately the thickness of compressible textile fabrics has been introduced by Thorn Automation, Rugeley, Staffs (088 94 5151). Designed and marketed by Thorn, the unit is manufactured by R and B Instruments, Leeds.

A facility for adjusting the pressure loading is claimed to make the instrument particularly suitable for measuring difficult fabrics such as "plush" or pile materials. Its small size allows it to be used on any level space in the mill while its implicity of operation ensures accurate and repeatable results, says Thorn.

The thickness of a sample fabric is read directly from a clear dial gauge graduated in millimetres and 0.1mm. The unit will take a 50 mm sample with a maximum thickness of 10 mm.

After the zero point has been set the sample is suspended between the anvil and the pressure foot of the instrument. The foot is then pressed into contact with the material until the indicator *light illuminates. The* thickness can then be read on the dial.

Heat binder

A HEAT-BINDING machine for commercial and legal documents, *introduced by Mailing* and Mechanisation (01-638 2233), is supplied complete with a desk-top cooling stand. It is claimed to be capable of processing several documents at once, binding sheets of paper from A5 size to folded plans from 1 mm to 54 mm thick into plain, printed or transaprent covers.

The binding is said to be strong enough for a heavy report to be lifted by one page without damage.

Business and Investment Opportunities

READERS ARE RECOMMENDED TO TAKE APPROPRIATE PROFESSIONAL ADVICE BEFORE ENTERING INTO COMMITMENTS

APPOINTMENTS

Marketing director for Plessey Radar

PLESSEY RADAR has appointed Mr. John R. Poston as marketing director.

Mr. Poston joins Plessey from Scicon where he was defence marketing manager, having first joined that firm in 1969. His early work was as a project leader and consultant in operational research studies on a wide range of civil and military programmes. He then became a specialist in the assessment of communications, command and control and software-based defence systems, and the problems of software integration into conventional engineering systems.

★

As part of its rationalisation and development programme, UAC MOTORS, a member of the UAC International Group, has appointed four new directors. Director of operations in the UK is Mr. Peter Regan, formerly general manager of Federated Motor Industries and Niger Motors, both divisions of UAC of Nigeria. Mr. Eric Nutter becomes overseas operations director, with responsibility for UAC Motors' interests and activities abroad, including East and West Africa. Mr. Nutter was formerly general manager of the tractor and equipment (Caterpillar) division of UAC of Nigeria. Mr. John Taylor becomes managing director of Autogem at Leeds and of Genex Engineering, its Wallsall-based manufacturing subsidiary. Managing director of Armstrong Massey at Beverley, with branches throughout South Yorkshire is Mr. Jim Stanton, formerly UK operations manager.

★

AIRBORNE FREIGHT CORPORATION has promoted Mr. Tom Rooney to vice president Europe based at Staines, Middlesex.

★

Mr. Hari N. Harilela has joined the Board of TERN-CONSULATE.

★

Mr. Michael Woodroffe has been appointed head of administration at CENTRAL ELECTRICITY GENERATING BOARD headquarters in London. He succeeds Mr. John Anderson who became Board secretary on December 1.

★

WIGHAM POLAND GROUP has made the following appointments: Miss Connie Johnstone has been made a director of Wigham Poland (L and P); Mr. Jim Romer-Lee and Mr. Peter Minor have been appointed to the Board of Wigham Poland UK; Mr. Terry Skinner has joined the Board of Wigham Poland Home and Mr. John Bracken becomes a director of Wigham Poland Motor.

★

BILLITON (UK) has made the following appointments: Mr. P. J. Hillman to be secretary in place of Mr. D. E. Church. Mr. Church and Mr. Hillman remain directors of Billiton (UK). Mr. D. Smith has been appointed director and general manager of Deeside Titanium. Mr. R. S. Godwin has become general manager of Billiton Metals and Ores UK.

★

The Prime Minister has approved the appointment of Mr. P. J. Harrop to be a second permanent secretary in the DEPARTMENT OF THE ENVIRONMENT in succession to Mr. G. W. Moseley when the latter takes up appointment as permanent secretary, in May. Mr. T. M. Heiser has been made deputy secretary to fill the vacancy created by Mr. Harrop's promotion.

★

Following the appointment of Mr. Fred Mobbs as managing director, CONTROL DATA has made the following appointments from May 1: Mr. Terry Cave, deputy managing director of Control Data and chairman of the business review committee, assumes full-time responsibility for the marketing operation as chief operating officer; Mr. Alfred Smith has been appointed chief financial officer to Control Data in the UK.

★

Mr. Edward Pond has been elected president of the SOCIETY OF INDUSTRIAL ARTISTS AND DESIGNERS.

★

Mr. Malcolm Anson (chairman and chief executive of Imperial Group), Sir Brian Kellett (chairman and managing director of Tube Investments) and Mr. Peter Walters (a deputy chairman of the British Petroleum Company) have been appointed directors of NATIONAL WESTMINSTER BANK.

★

Mr. P. F. Holmes has been appointed a director of SHELL INTERNATIONAL PETROLEUM COMPANY. He is president of Shell International Trading Company (a division of Shell International Petroleum Company).

★

Mr. Brian Stanley Levi has been appointed group sales director of STROUD RILEY DRUMMOND GROUP, Bradford-based worsted, knitted and interlining manufacturer company.

★

Mr. James Cleminson has been appointed a vice-chairman of NORWICH UNION INSURANCE. He is chairman of Reckitt and Colman and has been a director of Norwich Union since 1979.

★

Mr. William M. Morrison, general manager of the company, has been appointed to the Board of the SCOTTISH LIFE ASSURANCE COMPANY.

★

Mr. Paul A. Finkel has become general manager of TARGET LIFE ASSURANCE. Mr. J. C. A. Rathbone, deputy actuary, has been appointed actuary.

★

The INDEPENDENT BROADCASTING AUTHORITY has appointed Mr. H. G. Theobalds, at present deputy head of advertising control, to be head of advertising control from August 1, in succession to Mr. Peter Woodhouse who is retiring at the end of July.

★

Mr. Stanley Grinstead has been appointed a non-executive director of REED INTERNATIONAL. He is deputy chairman and group managing director of Grand Metropolitan.

★

Mr. A. J. Hillier has been appointed managing director of PENLON, Abingdon, a manufacturer of critical care medical equipment, and a subsidiary of InterMed, Thomas Tilling's international health care group.

★

Mr. L. W. Melville has been appointed a director of COSTAIN GROUP. He is chairman and managing director of County and District Properties, a property investment and development company which was acquired by the group last year. Mr. Melville is responsible for the group's property interests. Mr. Malcolm Wilcox is to join the Board of Costain Group as a non-executive director from July 1. He is a director and chief general manager of Midland Bank and retires from his executive office in June but retains his seat on the Board.

★

Mr. Gerald Bass has been appointed managing director of SCOUT SHOPS, the wholly-owned trading company of The Scout Association.

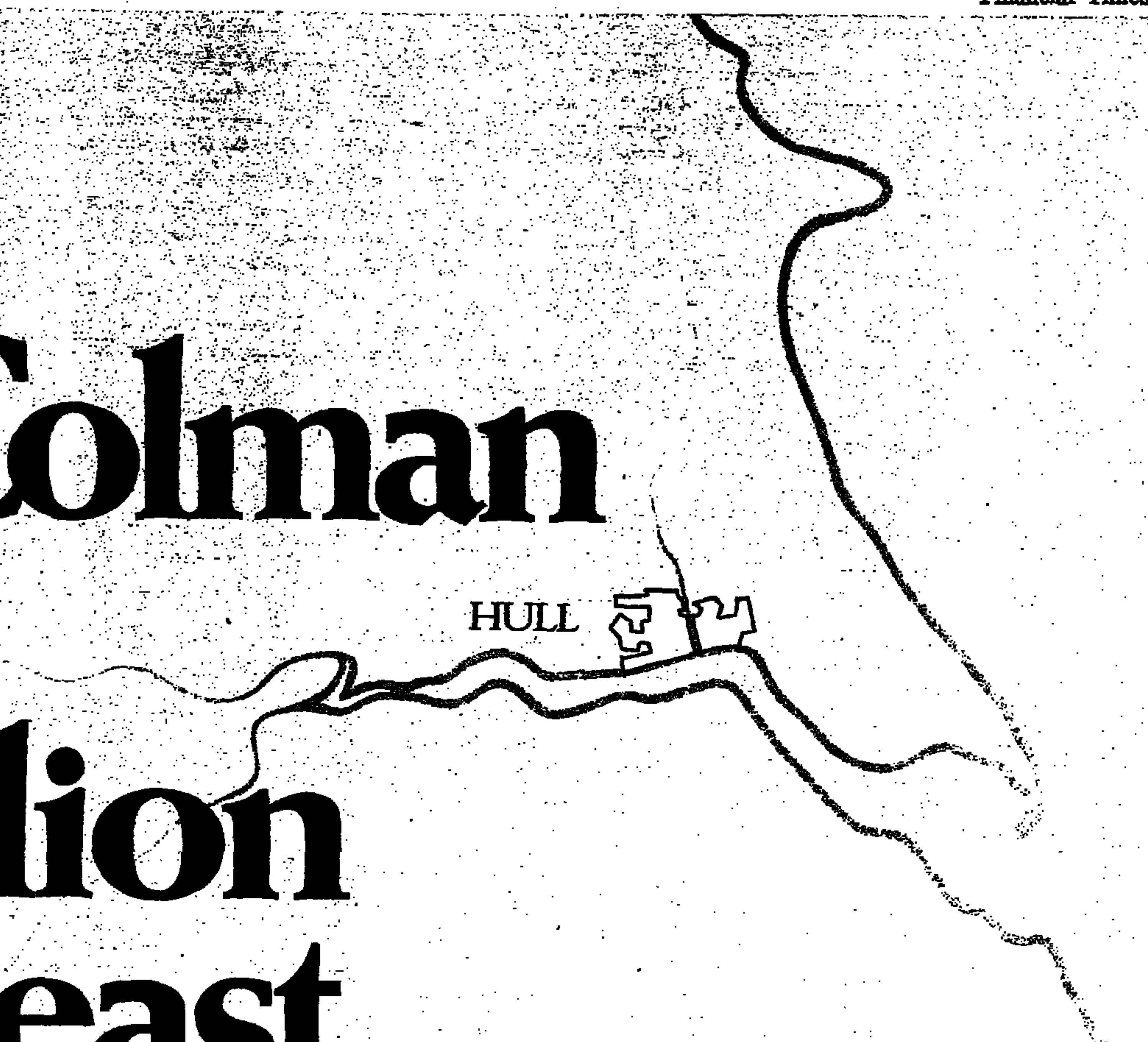
BASE LENDING RATES

A.B.N. Bank	12 %	■ Guinness Mahon	12 %
Allied Irish Bk.	12 %	■ Hambros Bank	12 %
American Express Bk.	12 %	Heritable & Gen. Trust	12 %
Amro Bank	12 %	■ Hill Samuel	§12 %
Henry Ansbacher	12 %	C. Hoare & Co.	†12 %
AP Bank Ltd.	12 %	Hongkong & Shanghai	12 %
■ Arbuthnot Latham	12 %	Keyser Ullmann	12 %
Associates Cap. Corp.	12 %	Knowsley & Co. Ltd.	14 %
Banco de Bilbao	12 %	Langris Trust Ltd.	12 %
BCCI	12 %	Lloyds Bank	12 %
Bank of Cyprus	12 %	Mallinhall Limited	12 %
Bank of N.S.W.	12 %	Edward Manson & Co.	13 %
Banque Belge Ltd.	12 %	Midland Bank	12 %
Banque du Rhone et de la Tamise S.A.	12½ %	■ Samuel Montagu	12 %
Barclays Bank	12 %	■ Morgan Grenfell	12 %
Beneficial Trust Ltd.	13 %	National Westminster	12 %
Bremar Holdings Ltd.	13 %	Norwich General Trust	12 %
Bristol & West Invests.	13 %	P. S. Refson & Co.	12 %
Brit. Bank of Mid. East	12 %	Ryl. Bk. Canada (Ldn.)	12 %
■ Brown Shipley	12½ %	Slavenburg's Bank	12 %
Canada Perm't Trust	13 %	E. S. Schwab	13 %
Cayzer Ltd.	12 %	Standard Chartered	‖12 %
Cedar Holdings	12 %	Trade Dev. Bank	12 %
■ Charterhouse Japhet	12 %	Trustee Savings Bank	12 %
Choulartons	12 %	TCB Ltd.	12 %
C. E. Coates	12 %	United Bank of Kuwait	12 %
Consolidated Credits	12 %	Whiteaway Laidlaw	12½ %
Co-operative Bank	*12 %	Williams & Glyn's	12 %
Corinthian Secs.	12 %	Wintrust Secs. Ltd.	12 %
The Cyprus Popular Bk.	12 %	Yorkshire Bank	12 %
Duncan Lawrie	12 %		
Eagil Trust	12 %		
E. T. Trust Limited	12 %		
First Nat. Fin. Corp.	14½ %		
First Nat. Secs. Ltd.	14½ %		
Robert Fraser	12 %		
Antony Gibbs	12 %		
Greyhound Guaranty	12 %		
Grindlays Bank	‡12 %		

■ Members of the Accepting Houses Committee.
* 7-day deposits 9%, 1-month 9¾%. Short term £4,000/12 months 11.85%.
† 7-day deposits on sums of £10,000 and under 9%, up to £50,000 9¾%, and over £50,000 10½%.
‡ Call deposits £1,000 and over 9%.
§ Demand deposits 9½%.
‖ 21-day deposits over £1,000 10½%.

هكذا من الأصل

Last year, Reckitt & Colman invested over £7million in the far east.



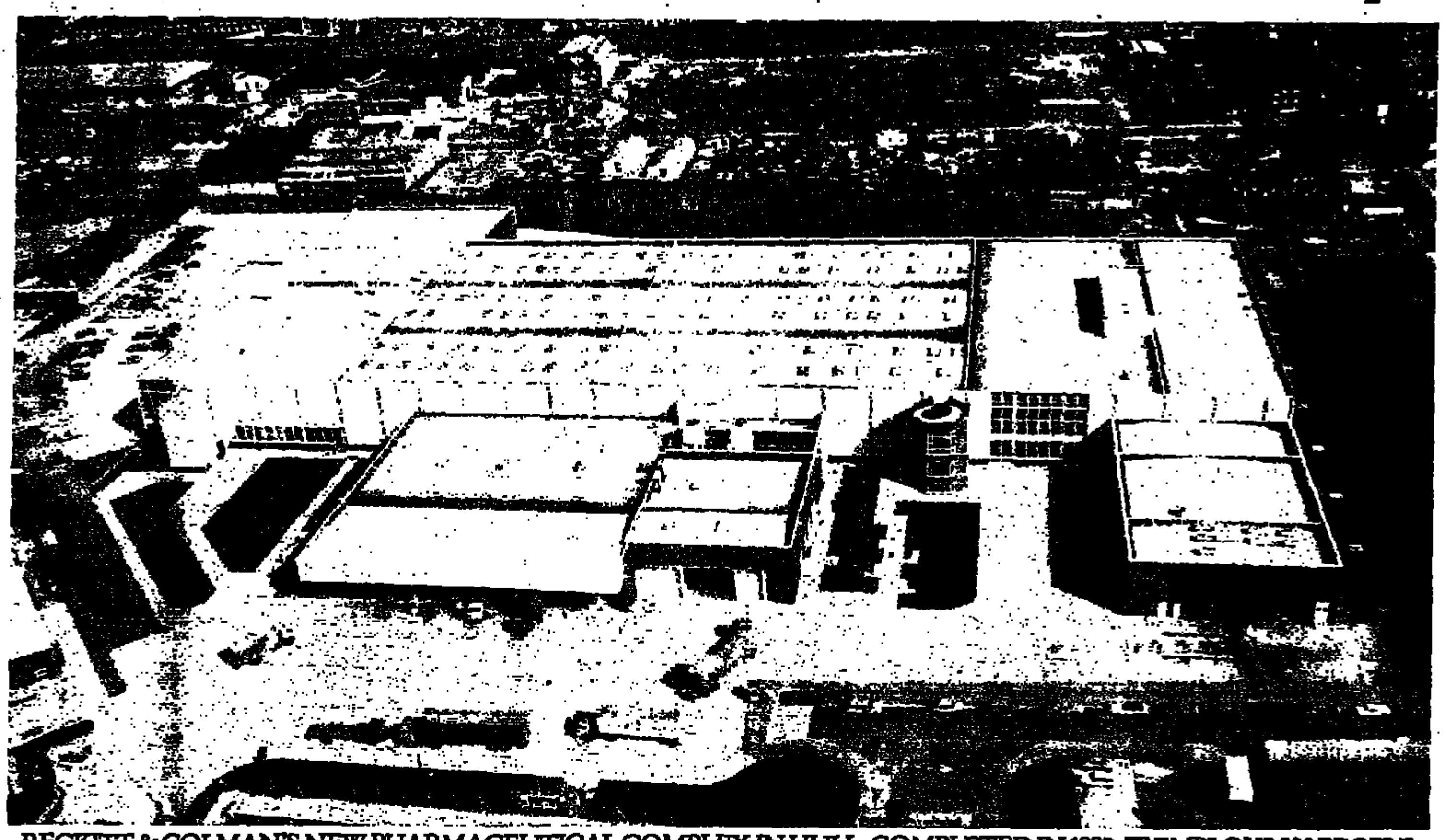
At Reckitt & Colman we've always had a firm policy of investing for the future.

And we're proud that, even in 1980, when so many British companies were forced to halt investment plans, at Reckitt & Colman we kept going.

Total investment for the year was £35 million worldwide, with the UK attracting by far the largest share (£16 million).

In Hull alone we spent over £7 million, bringing our investment on Humberside up to £37 million over the past 5 years.

This included the completion of a new pharmaceutical complex, modernisation of our household and toiletries factory, and new plant for our colours division.


RECKITT & COLMAN'S NEW PHARMACEUTICAL COMPLEX IN HULL. COMPLETED IN 1980, IT EMPLOYS 300 PEOPLE.

However, while Reckitt & Colman didn't cut investment during 1980, we did cut some fat.

In West Germany we sold our loss-making food business. In the United States we had already acted on our portion control and potato processing businesses, and saw profit rise to four times the 1979 level.

We cut our borrowings too, so that by the end of the year they were 3% down on 1979. Nevertheless, interest payable rose by 68%.

Nor were very high interest rates the only severe trading problem of 1980.

The worldwide recession took an inevitable toll, as did the continuing strength of sterling which has the effect of making exports from the UK more expensive, and therefore less attractive, to overseas customers.

It is encouraging then, to report that despite the adverse conditions, our performance during 1980 was a good one. Exports from the UK increased. And profits were exceptionally good in our Australian, South African and Latin American companies.

Overall, Reckitt & Colman increased its turnover by 10%, its trading profit by 13% and its profit before tax by 4%. This, in a year when it was hard enough just to stand still.

As to the future, it is entirely possible that we shall see the tough trading conditions of 1980 repeated.

Reckitt & Colman's product strength is perhaps its greatest asset in promoting growth even through such difficult times.

Our business spans food, household goods, pharmaceuticals, toiletries, leisure products and industrial cleaning.

We have thousands of brands, many of them household names, almost all of them concerned with the day to day requirements of people everywhere in the world.

Our policy for the future is to continue to invest in our areas of expertise, to continue to strengthen our existing brands and build new ones, and to continue supporting our management and 35,000 employees across the world.

If you would like to find out more about Reckitt & Colman, and in particular its performance in 1980, send the Freepost coupon below for a complimentary copy of our annual report and accounts.

Reckitt & Colman

Group Headquarters: 1-17 Burlington Lane, London W4 2RW.

To: Reckitt & Colman, FREEPOST, London W4 2BR.
Please send me a copy of Reckitt & Colman's 1980 Annual Report.
(Postage is paid. Please do not stamp the envelope).

Name____________________

Address____________________

FT

THE MARKETING SCENE

EDITED BY MICHAEL THOMPSON-NOEL

Grocers gain on swings

BY DAVID CHURCHILL, CONSUMER AFFAIRS CORRESPONDENT

THE UK grocery industry, which in recent years has given the impression of being almost permanently beleaguered by pressures from all sides at the same time as fighting a particularly vitrolic price war, was this week given two surprising votes of confidence.

Firstly, delegates to the Institute of Grocery Distribution's annual conference in Bournemouth earlier this week were told that "at a time when commercial life generally has been extremely hazardous, food manufacturers and distributors have come out relatively unscathed."

But Dr. John Beaumont, the IGD's director of professional services, did add the rider that the operative word was "relatively."

Secondly, the latest issue of the Nielsen Researcher also came to the conclusion this week that grocers have so far survived the recession remarkably well. In fact, Nielsen suggests that "retailers may have reacted more strongly to the recession than consumers." Unit sales of groceries, it adds, remained almost the same in 1980 as in 1979.

Dr. Beaumont's comments at the IGD conference highlight one of the ironies of the grocery business. At a time when other markets were booming, the stodginess of the food industry looked to be a positive disincentive, since in the mature UK market there is little room for overall market growth. (Without a significant population increase, consumers can only eat so much food.)

Thus during the 1970s food volume grew by only some 4 per cent, in comparison with over 90 per cent for wines and spirits, 40 per cent for footwear, and 137 per cent for electrical goods.

But over the past year it has been these fast-growing areas that have been most badly hit by the recession as consumers have traded down. "The food industry has not escaped this gloom," says Dr. Beaumont, "but I suspect that food is now more fashionable than it has been for a number of years."

According to IGD figures, food accounted for almost a fifth of total consumer spending last year, although it fell slightly from the 1979 level. Household spending on food totalled some £23.2bn, a rise of 13 per cent over 1979, and was by far the largest single category of household expenditure.

This relative stability of food expenditure — which obviously works against the industry in boom times — has, however, helped grocery retailers to fare better during the recession than some other types of retailing.

Nielsen's analysis of grocery sales over the past two years, based on 60 major food and non-food categories, shows not a volume decline but only a cessation of sales growth. "Indeed, certain markets, like fruit drinks, margarine, yoghurt and canned sweetcorn, have continued to expand substantially," adds Nielsen.

Nielsen also divided the market into staple foods — such as baked beans and coffee — and other foods, such as carbonated drinks and yoghurt. In the year to August-September 1979 unit sales of other foods increased faster than for staples. But since then there has been no appreciable difference between the two sectors — suggesting that consumers have traded down as the recession began to bite.

The IGD's review of the structure of the trade shows that the decline in grocery outlets has continued—there are now about 66,000 compared with 68,500 a year ago—but that the amount of selling space devoted to food has increased. This is due to the larger size of new stores being opened—the average size of a new store being over 20,000 sq ft of selling space while the average size of a closed store was 3,600 sq ft.

However, the IGD says that the size of new stores being opened is slowing down: the superstore may be reaching its natural size limit.

In trading terms, the IGD says that the past year has followed the previous pattern with the co-operatives and independents continuing to be under pressure from the multiples. With over-capacity still remaining, fierce competition has persisted although perhaps not to the same degree as at the height of the price war.

Probably the most significant product development over the past year has been the effort to promote fresh foods. All new stores opened last year incorporated fresh meat, gruit and vegetables, and dairy products —and a high proportion of new stores included instore bakeries and even fresh fish departments.

● The Central Office of Information has appointed Roles and Parker to handle the Microprocessor Applications Project (MAP) national advertising campaign. The campaign is aimed at businessmen and is designed to encourage the use of new technology. The budget is £100,000.

In contrast to the advertising business, public relations is enduring a relatively rough patch. **Antony Thorncroft** reports

PR : uncertainties show through

IN THE PAST, the public relations industry managed to endure recessions relatively unscathed. There were always first-time clients prepared to give PR a try, while companies that were cutting back on advertising were often prepared to switch some of their promotional cash into less-costly PR.

This time it is different. So far the advertising agencies have managed to convince enough advertisers that to stop promoting brands is a short cut to disaster. Conversely, the general economic uncertainty has frozen a great number of PR campaigns.

Things were particularly bad in the last quarter of 1980, and Christopher Bosanquet, chairman of Charles Barker, probably still the largest company in the field, reports that there is still a general hesitancy. "Clients are signing up, but then deferring expenditure," he says.

His main competitor, Reginald Watts, who heads Burson Marsteller, thinks that the log-jam has just moved. "There has been a tremendous amount of activity in the last month. We are making 2 or 3 presentations a week, for more companies now believe that the recession has bottomed out." Both companies responded to a bad patch by cutting back on their main cost area—people.

Twenty people have left Burson Marsteller in the past six months, but only three were on the fee earning side: the rest were supports, such as secretaries. Barkers has cut by four. Many other PR companies have either reduced (such as Edelman) or have not replaced those who were leaving anyway (Lexington).

On average, 57 per cent of the PR companies' fees goes on salaries — hence the redundancies On the other hand, good account executives are much in demand. According to a report by the Public Relations Consultants' Association, salaries rose by 39 per cent in 1980, or by more than fee income.

This is as it should be. A PR company is as good as its staff. When it grows and adds support personnel it faces problems of administration as well as rising non-productive costs. And some PR companies are now quite sizeable.

Barkers employs 109 and is forecasting fees this year of £2.4m, against £2m last year. Burson Marsteller is counting on £2.3m. At this level there is a danger that the entrepreneurial drive to the top directors is diverted into management and into keeping existing clients happy, especially as some of these clients now pay fees in excess of £100,000 a year and demand professional help.

To meet the administrative challenge, some PR companies at the next level in size, such as Shandwick, which aims for £2m fee income this year, and Good Relations, prefer to split their operation into autonomous subsidiaries, specialising in areas like financial PR or Parliamentary advice. Others, like Carl Byoir, operate under strict financial controls. At Carl Byoir, 90 per cent of the staff are on revenue-earning work.

Carl Byoir has recently moved into luxurious new offices, and to use its extra space more profitably is actively looking for other PR companies to buy up and integrate. In this it is following a trend. Over the last year or so, Burson Marsteller has absorbed Planned Public Relations (both are owned by Young and Rubicam); Lexington, the JWT PR subsidiary, has been merged with Hill and Knowlton: Shandwick has picked up Durden Smith: and even Byoir has been acquired by FCB, which also owns Welbeck PR, although so far the two subsidiaries have operated independently.

Christopher Bosanquet

Reginald Watts

The mergers are a sign of the tighter financial control surfacing in the PR world — in the current climate there is no room for drift.

PR companies now view themselves as consultants, capable of talking to their clients as equals. They are encouraged in this more professional attitude by changes in their assignments. The larger companies, in particular, are working on corporate campaigns, keeping clients informed about legislative changes springing from the EEC as well as Westminster, conducting research into employee attitudes, and advising on mergers and City matters.

Burson Marsteller is finding numerous inquiries for its £5,000 company surveys, spelling out corporate strengths and weaknesses and only then devising a precise PR programme.

One of the most successful smaller operations, Munro Deighton, which has increased fees by 75 per cent to £200,000 this year, finds less demand for traditional Press coverage and product PR and more interest in using the PR company to communicate with retailers: to bolster sales promotion marketing rather than to garner Press mentions.

Carl Byoir's largest client, Hughes Aircraft, pays it £60,000 a year just to ensure contact with a target market of less than 100 — the men who make the purchasing decisions on its defence and satellite communications equipment.

On the other hand, Burson Marsteller, with 60 per cent of its income derived from promoting consumer goods, sees no falling away in the established demand for PR—just a widening of work in other areas. (It finds its training service in public speaking particularly in demand).

This company, in fact, sums up the entire PR industry. At one level it has a record of steady growth and expanding services; on another it still suffers when its largest client, Van den Bergh hesitates on its expenditure plans. Such is PR —confident on the surface, wracked with uncertainties underneath.

It is still a small industry, with total fee income last year of less than £20m. Clients are becoming knowledgable about the PR service, and are inclined to move around. They expect more servicing, but do not always expect fees to be raised in line.

Although the potential remains tremendous, it is not surprising that PR companies are merging together into larger and presumably more secure units. Smaller companies run by energetic directors will always do well, as should the majors offering a range of specialist services. As usual, it is the medium-sized and the very small operators that face the toughest future.

In the past, both PR companies and clients were naive about the effectiveness of public relations. Now both sides are more professional, because they need to be.

● Schweppes has launched sparkling Malvern Water to improve its chances in the fastest growing sector of the soft drinks market. Sales of mineral water have trebled since 1977 to an annual value of £12m, but there are predictions that it could be £100m by 1990. Schweppes has been bottling still Malvern water since 1850 but still water only accounts for a third of the market. Three quarters of all mineral water drunk in the UK is imported, with Perrier the main brand. Schweppes is spending £500,000 on promoting sparkling Malvern water.

Paint it profit

ON JUNE 26th viewers in the Southern TV region will be bombarded with information about Paintmate, a new decorating process which automates home painting. Advertising to a national value of £2m, prepared by Saatchi and Saatchi, will drive the message home and if demand is up to the expected levels, and not so excessive that it stretches the production capacity, Paintmate will be rolled across the country at the same level of advertising expenditure.

What makes the event fairly momentous is that Paintmate is that rare phenomenon, a joint marketing exercise devised and launched by Black and Decker, the UK subsidiary of a U.S. company with sales world wide of £800m, and Berger Paints, part of Hoescht, £300m, multinational. For four years research and development teams from both companies have worked together on Paintmate which is destined to become an international product. Now a joint marketing team is selling it in, although eventually the two companies will go it alone, Black and Decker concentrating on the machine, which controls the flow of paint, and Berger on the paint itself.

Black and Decker had been moving towards the decorating market for some time, attracted by its recession-proof image and the fact that 80 per cent of households decorate at least one room a year; it is already producing a sander. Berger was continually experimenting with new varieties of paint, especially brands which could command a premium in a sector which was becoming a commodity market, dominated by retailers. The companies were pushed together by a consultant and admit that the eventual product would have been beyond their individual expertise. One supplied the chemistry research, the other the engineering, and while the Paintmate was being developed all previous technology in the area was stood on its head: it includes a hundred new concepts.

The detailed consumer research emphasised the popular distaste for the messiness of painting and early on the scientists decided to work on a product where the paint would not be seen until it was on the surface. There is also an attempt to transform decorating into home aesthetics. All told, £1m has been invested in Paintmate, before the manufacturing costs are added in, but more recent research suggests that half the quizzed sample would buy, a record response in the experience of both companies. The partners would be disappointed if sales of the machine were below 5m units; it is on target to be among Black and Decker's three most important brands, and Berger reckons the paint, which can only be used with the machine, is its biggest innovation in decades.

The Paintmate has been successfully sold to the trade, who will have to stock the paint alongside it. This introduces Berger into the specialist DIY shops and Black and Decker into decorating outlets. Already one major retailer which does not stock Berger has agreed to take the Paintmate, and there are obvious possibilities for selling other products in on the back of it.

The Paintmate will retail at anything between £20 and £25.


WCRS
Mr. R. L. Bourchier, Marketing Sales Director, Birds Eye Foods Ltd (Ice Cream).
Bill Dix. Marketing Director, Avis Cars.
Peter Mostyn. Marketing Director, Qualcast.
Desmond Peters. Managing Director, Fisons Ltd.
Peter Maddick. U.K. Marketing Controller, De Beers.
Richard Braddon. Marketing Services Manager, Dunlop Ltd.
John Springate. National Advertising Manager, Renault.
Bill Metcalf. General Sales & Advertising Manager, Harrods.
Ms. Gillian Laidlaw. Group Marketing Manager, Max Factor.
Gordon Watson. Marketing Director, Du Maurier.
Roger Leeks. Marketing Manager, Kodak Ltd.
David Rutherford. Advertising & P.R. Director, Martini & Rossi.
David Harris. Marketing Manager, Nescafé & Gold Blend Coffees.
David Vaughan. Marketing Manager, Sterling Roncraft.
Vincent Kehoe. Marketing Director, Bass Ltd. (Beers).
Brian Coe. Head of Marketing, Radio Rentals.
Sir Peter Parker. Chairman, British Rail.
Miss Lesley Brown. Advertising Manager, Time Life Books.
Ms. Anne Ferguson. Retail Marketing Manager, ICI Paints Division.
Paul Clarke. Advertising Director, Van den Berghs.
Terry Coates. Advertising & Promotion Coordinator, British Airways.
Ron Hanlon. Marketing Sales Manager, Bergasol.
Michael Rowe. Marketing Director, Talbot Cars.
Mr. M. O. Mitcheson. Managing Director, Berger Paints.
Xavier Dormeuil. Chairman, Dormeuil.
Mr. B. J. Earle. Manager, Sales Promotion & Advertising, National Benzole.
Peter Bullock. Managing Director, Flymo Ltd.
Peter Kinnaird. Advertising Manager, BMW (GB) Ltd.
Mr. D. Sandys-Renton. Marketing Director, Guinness.
Mrs. Dee Carpenter. Marketing Director, Estée Lauder.
Peter Matthews. Advertising Manager, Burberrys.
Nigel Jenkins. Sales Director, Jetsave Tours.
Andrew Treleavan. Marketing Manager, Hotpoint Ltd.
Ms. Anne Ridings. Director of Advertising, Avon.
Nigel Green. Advertising Manager, Coca-Cola.
If you'd known how successful The Sunday Express colour magazine was going to be, you'd have been in this summer's issues already.
You needn't go pink if you're on this page.
The success of the new Sunday Express colour magazine caught almost everyone by surprise.
Advertisers, agencies...even us.
Even we couldn't have known just how many extra readers it would attract –to add to the already vast readership (7.9 million) of the Sunday Express.
We didn't help you, either, by launching too late to be on many summer schedules.
But in the face of the magazine's success and extremely competitive rates, it seems too good an opportunity for you to miss.
Chivvy your agency. By now they'll have some very persuasive evidence, themselves.
Readership based on NRS July - December 1980.

International Appointments

INTERNATIONAL INVESTMENT ANALYST—USA

Age 28-35 **$60,000-$70,000**

Our client, a major investment management company, will shortly appoint a senior investment analyst to strengthen their international investment team. The department's responsibility is the investment and assessment of international equities for investment in EUROPE (including London), Hong Kong, Japan and other international centres. The main areas of responsibility will therefore include:

★ Assisting in the research of foreign stock markets and companies for possible investment for the use of the funds available.
★ Meeting the management of companies which are of interest for investment purposes, involving considerable travel.
★ Making recommendations on the purchase of securities as a result of detailed research.
★ Keeping domestic investment managers and analysts informed about foreign, political and economic developments relevant to the course of the American stock market.

The ideal candidate, probably a graduate, will now be working with a merchant bank, a major stockbroker or with a unit trust management institution. He/she will be highly articulate and will have a proven record of research in the areas concerned. The position offers a career opportunity in the States with a leading investment company. Apart from the high initial salary, there will be other attractive fringe benefits. The position offers promotional prospects into international fund management.

Please apply to Jock Coutts

Chichester House, Chichester Rents, **Career plan** LIMITED London WC2A 1EG. Tel: 01-242 5775

PERSONNEL CONSULTANTS

Real Estate Investment Director

One of the most prestigious Middle Eastern banks seeks an outstanding individual to direct and co-ordinate its Real Estate Investment Department.

Based in Bahrain, the candidate will identify investment opportunities in various worldwide markets, whilst developing potential investors among current clients and shareholders. The candidate will also be required to review investment proposals received by clients of the bank. The position will involve travel both within the Gulf and to various real estate markets.

The ideal candidate will have five to ten years experience in real estate, with extensive knowledge of investment evaluation or sales of commercial property, should be fluent in English and preferably will have obtained a university degree. A knowledge of Arabic would be highly desirable, and previous experience of living and working in the Gulf is preferable, though not essential. Overall, the firm seeks an individual of ability, reputation and integrity.

The successful candidate will receive an excellent tax-free base salary and performance bonus. Generous benefits include free furnished housing and car.

Please write to Box FT/676,
St. James's Corporate Communications Ltd.,
St. James's House, 4/7 Red Lion Court, London EC4A 3EB.

Senior Credit Managers - Kuwait

Rare opportunities to join the top management of a major bank

Our client, one of the principal banks in the Middle-East, has a demonstrably successful growth and profit record and enjoys a high reputation for professionalism and performance.

The appointments, which are for the Credit Division, form a key part of future development plans and offer long term prospects within the advanced business and living environment of Kuwait.

Candidates must have gained a sound credit training within an international bank and must have some three years, or more, credit lending experience. At least five years such experience is required for the most senior roles. An ability to speak Arabic is almost essential.

Attractive tax free salary for discussion and need not be a limiting factor. Other benefits include annual bonus, free furnished accommodation, three year renewable married or single status contract, education allowances, medical cover, generous leave with paid family air fare.

Initial interviews may be held locally.

Please write with career details – in strict confidence – or telephone (01-730 0255) to G. E. Yazigi ref. B.1134-2.

MSL middle east
Management Selection Limited
International Management Consultants
52 Grosvenor Gardens London SW1W 0AW

ETEROUTREMER S.A.
invites applications for the post of

FINANCIAL CONTROLLER

for one of its affiliated companies in

Nigeria

The Company:
☐ is situated in Kano, in the North of Nigeria and manufactures and markets building materials.

The Job:
☐ taking charge of the company's accounts: practical experience with replacement cost accounting an advantage.
☐ supervising credit control, finance, purchases and personnel dept.
☐ assisting the General Manager with administrative control of the company, budgeting and budget control.

Requirements:
☐ Qualifications:
BSc. Acc., A.C.C.A., I.C.A., I.C.M.A. or equivalent
☐ Experience:
5 years in industry, of which at least 3 years with responsibilities similar to those described above.

Remuneration:
☐ Salary and benefits in line with age, experience and the importance of the post.

If you are confident of meeting the requirements, please write, enclosing curriculum vitae, to the Personnel Director, Compagnie Financière Eternit, World Trade Center, 162 BD. E. Jacqmain Bte 37, 1000 Brussels-BELGIUM

INTERNAL AUDITORS

OVERSEAS

The American International Group is one of the largest insurance groups of its kind in the world, employing 19,400 people in more than 130 jurisdictions.
Due to expansion and promotion within the Group, the following vacancies have arisen for young qualified Accountants (CA, ACCA, ACMA):

INTERNAL AUDITOR—AUSTRALASIA

Following training in New York and London, the successful candidate will be based in Melbourne for approximately two years covering assignments in Australia, New Zealand and the South Pacific Islands. Subsequent promotion and development within the Group will be expected following this assignment.

INTERNAL AUDITORS—WORLDWIDE

Vacancies exist in the Group's worldwide Internal Audit team. Applicants can expect to be travelling extensively so single status and mobility are essential requirements. A second language such as Spanish, French or German will be a distinct advantage.
These appointments are accompanied by a generous tax-free salary and an excellent benefits package.
Please telephone the Personnel Department for an application form on 01-681 2555 Ext. 206, or write with comprehensive career details to:

Mr. D. Healey, Personnel Manager
AMERICAN INTERNATIONAL GROUP
American International Building
12/14, Sydenham Road, Croydon CR9 2LG

GROUP FINANCIAL CONTROLLER

KUWAIT AGE: 35–50 £25,000 p.a. + BENEFITS

A large and expanding Kuwaiti civil engineering contracting group of companies with operations throughout the Middle East requires a *professionally qualified accountant to be appointed to the permanent* staff in Kuwait.

He should have had extensive experience of financial and management accounting in industry and preferably some experience in the construction industry. His experience should include at least five years in the senior position of responsibility for the finance and accounting functions in a profit orientated business.

Initially he will spend a period on familiarisation with current operations with international joint-venture partners and will subsequently assume responsibility for all financial and accounting matters of the group.

The benefits include free furnished accommodation, motor car, annual bonus and airfares for annual home leave for himself and family.

Please send a comprehensive career résumé, including salary history, quoting ref. 2004/FT, to G. J. Perkins.

Touche Ross & Co, Management Consultants
Hill House 1 Little New Street London EC4A 3TR Telephone 01-353 8011.

Shipping Finance

Paris

A leading French bank requires an experienced shipping finance executive, probably aged 30-35, to create and develop a shipping activity within its international project finance division.

He will analyse and select those sectors of the shipping market with the greatest business potential: identify specific opportunities and develop worldwide customer contacts; and set up, syndicate and follow up all financing arrangements.

He must have substantial relevant experience in a specialised department of a commercial or merchant bank; proven technical competence, market knowledge and commercial judgment; and basic competence in the French language.

He will also have the ability and potential to develop a broader management career in this major international banking group.

Please write in strict confidence with full personal, career and salary details, quoting ref 143/FT, to:–

Philip Smith
Manpower Consultants
85-87 Jermyn Street, London SW1Y 6JD

Financial Executive

Foreign Stock Department

Bank Paris

A **large French private Bank** is looking for a **Financial Executive** for its **Foreign Stock Department.**

Aged 30 minimum the candidate will have an experience of the main international markets, chiefly USA and Japan stock markets.

An excellent knowledge in new issue dealing and negotiable options market is required.

English language is compulsory.

Applications accompanied by a detailed Curriculum Vitae, photo and compensation requirements will be treated in strict confidence and should be addressed under the reference 713 FT to

MEDIA PA
9, Bd des Italiens, 75002 PARIS
which will pass them on

(Confidentiality and a reply are guaranteed)

MEDIA PA

FINANCIAL CONTROLLER

GULF STATE **Package to £20,000 tax free + Accommodation + Car**

We have been retained by a multi-million dollar autonomous group to fill a newly-created appointment. The position calls for a determined diplomatic person of broad commercial experience, preferably gained within a large group, who will initially establish sound reporting systems but also be fully involved in special projects.
Applicants must be qualified accountants aged 28-40 who are willing to *become thoroughly involved in everything* from routine accounting to high-level negotiations. The initial contract is for two years with 30 days' home leave per annum. In addition to salary the package includes a provident fund and end-of-contract bonus. Benefits include substantial educational allowance, free medical, utilities and club membership.

For further information please contact E. S. Moore.

Reginald Welsh & Partners Limited
Accountancy & Executive Recruitment Consultants
123/4 Newgate Street, London EC1A 7AA Tel: 01-600 8387

Banking in Europe

PARIS

CHEF-CAMBISTE
FF 200.000 nég.

Banque internationale importante recherche un cadre cambiste qui sera responsable des opérations de change et participera à la prise des décisions sur les objectives. Il aura une bonne connaissance d'anglais et de français, et plus de cinq ans d'expérience du négoce *des principales devises européennes.*

CAMBISTES
FF 130.000 nég.

Banque internationale en pleine expansion cherche à developper son service de changes en engageant deux cambistes supplémentaires. Les candidats seront âgés de 25 à 30 ans et auront plus de deux ans d'expérience du négoce des principales devises européennes.

Jonathan Wren
Banking Appointments

Envoyer C. V. détaillé et rémunération actuelle à ROY WEBB, Jonathan Wren & Co. Ltd., 170 Bishopsgate, London EC2M 4LX. Téléphone 01-623 1266. Toutes les candidatures seront traitées confidentiellement.

DEPUTY CHIEF DEALER

The Bank invites applications for this Kuwait based position in a function which embraces both foreign exchange and deposit trading. Activity is already substantial and growing rapidly.

The job is, therefore, attractive to experienced dealers who are seeking an opportunity to develop their careers in a challenging environment.

Candidates must have a record of success in Eurocurrency and Forex trading. They should also be able to demonstrate an aptitude for training junior staff. Knowledge of the Arabic language is desirable.

Please write, in confidence, to:
Mr. Andrew Grant,
Treasurer,
The National Bank of Kuwait S.A.K.,
P.O. Box: 95 Safat,
Kuwait.

The National Bank of Kuwait S.A.K.

Wardley Australia Ltd CORPORATE FINANCE

Sydney, Melbourne & Brisbane

Wardley Australia Ltd, a subsidiary of Wardley Ltd Hong Kong, is seeking additional experienced and self-motivated corporate finance executives for Sydney, Melbourne and Brisbane to assist *with the planned expansion of its corporate* finance and advisory services. Prefered age range 25-35.

Candidates should have at least three years appropriate experience with a merchant/ *investment bank, stockbroker* or other relevant institution. Ideally candidates should possess a degree in accounting, law or commerce. An MBA would be an advantage. An attractive and flexible remuneration package will include, motor car and house loan benefits. (SW. 679)

Candidates male or female should write briefly and in confidence to the Managing Director, Executive Appointments Limited, 18 Grosvenor Street, London W.1., quoting reference. No identities divulged without permission.

[illegible] من الأصل

INTERNATIONAL APPOINTMENTS

VICE PRESIDENT MECHANICAL ENGINEER U.S.A.

Walco National Corporation is a manufacturing and merchandising organization comprising four operating companies with 10 plants, employing 1,700 people. Their varied production includes machinery for the metal working and forest industries, products ultimately becoming component parts of different consumer items, industrial vehicles and farming equipment. Walco seeks an experienced German mechanical engineer to assist the management of the subsidiaries in improving their operations.

Candidates should have the following profiles:
☐ age 40+; ☐ nationality German; ☐ graduate degree in mechanical and/or electrical engineering;
☐ experience 15-20 years in operating manufacturing plants with the most modern German equipment, preferably in the forging and metal stamping industries;
☐ languages, fluent written and spoken English.

In addition to technical competence, candidates should be active, participative and will possess the intellectual capacity and the ability to work effectively with a team of success-oriented managers.

The salary will be $100,000 per year plus a substantial annual bonus, a company car and other perquisites.

The location of this U.S. post is open.

If you are interested in this post, please send your résumé under reference 870 to:

Ernst & Whinney

V.W.H. Greenway, Partner,
Ernst & Whinney, Bte 30,
avenue Louise 523,
B-1050 Brussels, Belgium.

All replies will be treated in the strictest confidence.

Finance and Administration Management (Oilfield Services)

Libya Nigeria

Salaries From $30,000 US dollars p.a. plus overseas allowances. Tax Free.

NL Petroleum Services is an acknowledged leader and one of the longest established companies in the oilfield. It is part of NL Industries Inc., New York, which is a major manufacturer and supplier in the metals, chemicals and equipment industries.

The Company has sustained an impressive growth record and can offer considerable challenge and career development within the group. The Finance and Administration Management positions are with affiliate companies in Libya and Nigeria and supervise the finance functions and provide administrative services to the respective General Managers.

Candidates should possess a recognised accountancy *qualification and preferably will have previous experience* overseas in a similar role.

Salaries are pensionable and very competitive with an excellent benefit package that includes. cost of living and area allowances, accommodation, (married or single status) transportation, generous educational allowances etc.

Please forward details of your background and experience, quoting the location preferred to:

G. C. Meaden, Employee Relations Department, NL Petroleum Services, 35/36 Grosvenor Street, London W1X 9FG.

NL

Australia's largest Commodity Broker is seeking:

FLOOR TRADERS
Aged 22-24 years, salary stg 10,000

ACCOUNT EXECUTIVES
Aged 26+, salary stg 15-20,000—package

Australia is rapidly developing a reputation as an important commodity centre and as such is ideally placed to take full advantage of the growing interest in *commodities Futures trading.*

Darlington Commodities Limited is Australia's largest commodities investment house, with offices in each capital city.

As leaders in a dynamic investment area, our emphasis is on growth and service. As part of an expansion programme we require additional staff of the highest calibre to join our Futures Division Head Office in Sydney.

It is important that successful applicants are career minded and relish the prospect of becoming part of a highly professional and energetic Futures team.

Australia is currently enjoying an economic revival based on bountiful energy reserves and an abundance of natural resources—residents enjoy an exceptionally high standard of living in a country ideally suited to leisure and recreation.

Our National Futures Manager will be conducting interviews in London early in May.

Applicants should ring Mr. Peter Thomson on 01-480 7501 on Monday 11th May to arrange an appointment.

BANQUE INTERNATIONALE DE PLACEMENT

PARIS

MONEY MARKET TRADER

Banque Internationale de Placement, an international investment bank recently created by important European banking groups, offers an interesting and exciting career opportunity in the context of its rapidly-expanding operations.

The successful candidate will be responsible for the servicing of the Bank's Euro-currency investment portfolio.

The ideal candidate will be:

In his or her late twenties and will have gained a thorough knowledge and practical experience in an international banking environment of the Euro-Bond secondary markets and will be able to demonstrate an awareness of arbitrage markets, financial futures and deposit instruments in general,

Fluent in English and French.

Highly motivated and have the personality and experience to integrate rapidly into a small team.

The position is Paris-based and an attractive salary and benefits are offered to the successful candidate.

Please apply in confidence submitting a concise curriculum vitae to:

Mr. J. DENIS,
Banque Internationale de Placement,
152 Boulevard Haussman, 75008 Paris,

EMPLOYMENT CONDITIONS ABROAD LIMITED

An International Association of Employers co-operating to provide updated confidential information relating to employment of expatriates and nationals world wide,

01-637 7604

Senior Investment Analyst

An opportunity has arisen for a Senior Investment Analyst to join British Airways in the Airways Pension Scheme at Kershaw House, Hounslow, Middlesex.

The successful candidate for this post will be responsible for the analysis of oil, chemical, mining and pharmaceutical sectors of the UK portfolio and will be expected to make a positive contribution on policy decisions regarding the construction of the UK equity portfolio.

Other duties include, preparing reports on new holdings, takeovers, company results; performing analysis of companies and industries; monitoring information from stockbrokers and other sources.

We are seeking a person with a degree or suitable professional qualification, who has experience of research gained in a comparable institution or stockbrokers office.

The salary will be in a scale starting around £8,000 and rising to £9,667 per annum. Excellent airline benefits include an index-linked pension scheme, sports and social facilities and favourable holiday air travel opportunities.

For an application form please phone, or write, quoting ref. PMS/YB, on a postcard to: **Recruitment and Selection, British Airways, P.O. Box 10, Heathrow Airport (London), Hounslow TW6 2JA. Tel. 01-897 3246/3247.**

British airways

Operations Audit Manager

US MULTINATIONAL

A major US multinational corporation seeks an Operations Audit Manager, to be located in the South of England, for its European and South African manufacturing and marketing subsidiaries. He or she will be a qualified CA currently either with the audit function in a multinational or with a major international audit firm. European experience is essential as well as a working knowledge of Spanish or French. This is an outstanding career opportunity for individuals in their late 20s to early 30s who are energetic and highly motivated, and offers a chance to move on into financial management within the Group at a senior level in due course. The company offers an attractive remuneration package including *company car and relocation expenses where* appropriate.

A major consultancy has been appointed to handle this search for us, in the strictest confidence.

Contact:– Michael Curlewis, FCA,
Heidrick & Struggles International,
25/28 Old Burlington Street,
London W1X 2BD.
Tel: 01-734 6120.

EUROPEAN OPERATIONS REVIEW

Pharmaceuticals **London WC1**

Wyeth Europa Limited is the European co-ordination group of Wyeth International, a major division of American Home Products Corporation. Its operating companies are responsible for the research, development, manufacture and marketing of a wide range of pharmaceutical and nutritional products, with an unbroken record of profitable growth.

An Operations Executive is now sought to join a small team reporting to the Vice-President for Operations and Finance. This executive will review financial budgets and forecasts, monitor monthly performance and analyse expenditure proposals for all aspects of the business in selected countries. Close liaison with senior management in operating companies and distributors is necessary, as well as contact with the parent company to meet *corporate reporting requirements.*

Applications are invited from commercially oriented accountants and business graduates, who wish to broaden their management contribution in a European context. Candidates, aged 26-35 should show evidence of sustained achievement, preferably within the ethical pharmaceutical industry, and of linguistic ability. The position will inically be London-based, followed by *relocation to the west of Heathrow within 18 months.*

Please write in confidence with full details of career and salary progression to:

R. A. Johns,
Personnel Manager,
Wyeth Europa Limited,
31-32 Alfred Place,
London WC1E 7DS

UNITED OVERSEAS BANK

GENEVA, SWITZERLAND

is seeking a

SENIOR EXECUTIVE

for its new Middle East Desk

Candidate should be aged 32/38, have had at least six years' banking experience, been resident in the Middle East and speak English and French. Candidate should prove to be energetic, creative, internationally minded, able to integrate a successful and challenging working team and willing to travel extensively.

Initial salary will be based on experience and qualifications; location is Geneva.

Applications, which will be treated in complete confidence, should be sent with a c.v. to:

Personnel Department
UNITED OVERSEAS BANK
11 quai des Bergues, CH-1211 Geneva 1

ACCOUNTANT FOR SWAZILAND

Plantation company in the Kingdom of Swaziland seeks Accountant, preferably young and single, for one of its estates. Free quarters and good terms.

Please apply with full details to:

The Chairman
UNITED PLANTATIONS (SWAZILAND) LTD.
H. C. Andersens Boulevard 49
DK-1553 Copenhagen V, Denmark

Young Accountant

PROSPECTS AND RESPONSIBILITY NOW

Oilfield Services **c £10,000, London**

A highly successful oilfield services company operating world-wide and part of a major international group requires a person to assume responsibility for its Management Cash function.

To succeed in this challenging position you will be aged 24-30, confident and assertive but able to relate convincingly at all levels. Mental agility and the ability to learn quickly, adapting to changing priorities, are also requisites of this important role.

Working to tight deadlines, your duties embrace handling Bank accounts for corporate entities, funding cash requirements in some 25 countries, maintaining the Company's daily cash position and preparation of management reports.

Reporting to the London Accounting Manager, you will *enjoy considerable autonomy and*, while *accepting* the importance of day to day responsibilities, will be intent on a career offering real prospects for high performers. Evidence of supervisory skills and some knowledge of French would be advantageous.

In addition to an excellent salary, benefits include 4 weeks holiday, Pension/Life Assurance, BUPA, and season *ticket loan arrangements. Interviews will be held in the near future, so if you are interested in this outstanding* opportunity ring or write immediately to me, Stephen Boyd, Cripps, Sears & Associates (Personnel Consultants), Burne House, 88/89 High Holborn, London WC1V 6LH Telephone 01-404 5701 Telex: 893155 CRIPPS G.

Cripps,Sears

ROYAL NATIONAL INSTITUTE FOR THE BLIND

MANAGEMENT ACCOUNTANT

c. £10,000 pa

A SENIOR POST with the largest organisation of its kind in the world. The RNIB provides comprehensive services, including education, rehabilitation, employment, *braille to 120,000 blind people in* the UK.

Applicants (m/f) should be qualified, aged 28-35, able to demonstrate experience in the financial *control of a medium to large* organisation, and experience with data processing would be an advantage.

Applications containing relevant *details of career and salary* progression, age, education and qualifications, should be sent in envelope marked "Confidential,"

The Finance Secretary,
224 Great Portland Street,
London W1N 6AA

BANKING DOCUMENTARY CREDITS

Senior clerical opening for experienced person in expanding documentary credits department of International Bank. Attractive salary and fringe benefits according to age and experience. Write with your C.V. to Mrs. S. Bondelman,

Personnel Department.
Bank Leumi (UK) Ltd.,
4-7 Woodstock Street,
London W1A 2AF

GROUP ACCOUNTANT, circa £10,000 + Benefits. An energetic 25+ accountant is required to run the UK accounts for this international magazine publishing business and for an associated advertising agency. Experience with EDP/micro-computers an advantage. Please send brief CV in first instance to C. M. D. Ashley Bach, F.C.A., Cover Publications Ltd., 141-143 Drury Lane, London, WC2.

Director/ General Manager

London

Rank Strand comprises a group of manufacturing and distributive businesses which supply advanced theatre and T.V. studio lighting systems and stage engineering. Numbered amongst its customers are some of the world's leading theatres. The Company, a subsidiary of The Rank Organisation, has a turnover of around £25 million and has the capacity for significant development.

The current Director/General Manager is shortly to retire. His replacement will need to be a top class General Manager with a successful track record in electronics, engineering and marketing. Knowledge of the Theatre and T.V. world is not essential, but the ability to establish sound, constructive working relations within the Performing Arts certainly is.

Applicants, men or women, of sufficient experience are unlikely to be earning less than £20,000. The usual top company benefits are offered, including a car, and the appointment is based in Greater London.

Write with full details of career to date to

Mr. C. G. Martin, Group Personnel Controller, The Rank Organisation, 11 Hill Street, London W1X 8AE.

The Rank Organisation

GODSELL & COMPANY LIMITED

Foreign Exchange & Currency Deposit Brokers

INTERNATIONAL MONEY BROKERS

We have immediate vacancies for experienced dealers to join the recently expanded spot currencies and international teams at Godsell and Company Limited. This expansion is designed to complement the Company's existing substantial foreign exchange commitment in the market.

Please contact:

John O'Neill
Managing Director
GODSELL & COMPANY LIMITED
Marlon House
71/74 Mark Lane
London EC3M 4AQ
Telephone No: 01-481 8353

Foreign Exchange Dealer

Salary range £12,000-£17,000

For a well established and leading merchant bank. The Foreign Exchange Dealer must have a minimum of four years' experience in Spot and Forwards markets, ideally in a small dealing team. Experience of all major currencies is required, together with currency deposits and arbitrage. Applicants who are articulate and used *to dealing with customers would be of special interest.* Attractive fringe benefits. Opportunities for early advancement. Preferred age 25-27. Reference 229. Please write in confidence or telephone 01-499 2215.

Philip Egerton & Associates Ltd

Selection Consultants
178/179 Piccadilly, London W1V 9DB

INTERNATIONAL BANKING

CREDIT ANALYST (age early 20s)	c£8,500.00
F.X. DEALER (age 24-30)	£12,000.00+
LOANS ADMINISTRATION (age mid 20s)	£8,000.00

As International Banking specialists our service extends to offering impartial career advice to "up and coming" young Bankers, possibly *seeking a career move.*

We have several positions currently available within the profession covering foreign exchange back-up and dealing, loans administration, eurobonds, management accounting, credit analysis, etc., etc., most *suited to applicants in their twenties with specialist experience.*

To arrange a confidential interview telephone 01-638 2901 or write enclosing a curriculum vitae.

Broad Street Avenue, 11/12 Blomfield Street London, EC2

ERA
EMMERSON RECRUITMENT ASSOCIATES

R-H

TAX SPECIALIST – BANKING

C. London **To £18,000 + benefits**

The London branch of a major International bank seeks a qualified C.A. with sound knowledge of all aspects of taxation. A knowledge of International Banking is an advantage but not mandatory, therefore suitably experienced candidates with multi-national companies or top professionl firms are invited to apply.

FINANCIAL MANAGER

Dubai **c £13,000 Tax Free**

*A medium sized contracting company requires a qualified account*ant aged 27 to 35 years to take responsibility for the financial control of the company. This will include all aspects of financial, management and contract cost accounting. The contract will be of one years duration initially but this will be renewable. The post offers married status and has normal ex-patriate benefits including a company car.

OPERATIONAL AUDIT

London Base **c £12,000**

A large American company in the record industry seeks a young Chartered Accountant to join the audit function. Concentrating on systems and operational reviews the job will require up to 50% travel, mainly in Europe, with flights home at the weekend. A good working knowledge of French or German is mandatory. Excellent *line prospects in both the U.K. and overseas.*

COMMERCIAL BACKGROUND

C. London **£10,500 + car**

This medium-size U.S. manufacturing company enjoys almost an 80% share of its market. In order to build upon this market strength the company has recently created the position of Marketing Accountant. A qualified accountant is required with a commercial accounting background. The successful candidate will be directly involved in new product development, strategic plans and future acquisitions. Applicants should be aged c.30 possessing substantial costing experience and exposure to computer systems.

TREASURY

Middx. **c £10,500**

A major U.K. manufacturing group is currently offering an unusual opportunity to a graduate Chartered Accountant, preferably aged under 30. The position concerned requires an ambitious self-motivated individual, who is prepared to undertake and develop a role whose essential element will be funds management and investment. Systems development and management reporting will also be involved, the emphasis being dependent on the individual's background and abilities. Future career prospects are first-class.

Lee House, London Wall, London EC2Y 5AS Tel: 01-606 6771

ROBERT HALF
Accountancy & Financial personnel specialists

CHARTERHOUSE APPOINTMENTS
Europe House
World Trade Centre
London E1 9AA

Recruitment Consultant

c. £10,000 + commission

To manage new Banking & Stockbroking Division

Having operated successfully in the recruitment business specialising in Commodities for 9 years, we now seek a dynamic and self-motivated recruitment professional to lead a small active team operating in the Banking and Stockbroking fields.

This is a challenging opportunity for a person with management potential and with a background in a banking recruitment agency, who now wishes to take control of his/her own Specialist operation.

In return the Company offers responsibility, back-up assistance and a basic salary of c. £10,000 plus commission on the Division's turnover. Total income package anticipated to be c. £15,000.

Please contact Robert Kimbell, Director, on the number below (or 01-622 8847 evenings/Weekends).

01-481 3188

JOBS COLUMN

Executive sackings double in 12 months

BY MICHAEL DIXON

THIS COLUMN would have preferred a less gloomy start to its summer season than the message of the table alongside. But the news that the number of higher-grade staff out of work in Britain has more than doubled over the past year—compared with a rise of about 68 per cent in uemployment as a whole—seems too important to postpone.

The unbracketed figures in the *table's first three double* columns are from the count made a week ago by the Government-sponsored Professional and Executive Recruitment agency of managers and specialists who are on its register as unemployed. The bracketed figures are from the corresponding count on March 3. So the 8.1 per cent overall increase between the periods occurred over seven weeks and two days. But a crude calculation shows tht the average daily increase accelerated from 0.13 per cent in February-March to 0.18 per cent between the March count and the one a week ago.

In calculating the increases, I have used the figures in the table's third double column. This shows the number of higher-grade staff unemployed net of those whom PER terms new entrants because, although they aspire to the work in question, they do not yet have significant experience of doing it.

LATEST RISES IN UNEMPLOYMENT AMONG MANAGERS AND SPECIALISTS

Category of work	No. registered as unemployed Apr. 23	(Mar. 3)	"New entrants" on register Apr. 23	(Mar. 3)	Unemployed net of new entrants Apr. 23	(Mar. 3)	% rise Mar. 3 to Apr. 23	% rise Apr. '80 to Apr. '81
Data processing	4,567	(4,362)	2,015	(2,126)	2,552	(2,236)	14.1	308.2
Engineers and technologists	8,916	(7,987)	1,581	(1,532)	7,335	(6,455)	13.6	193.3
Accountants	4,345	(3,971)	826	(846)	3,519	(3,125)	12.6	154.3
Chemists, physicists and other natural scientists	2,721	(2,655)	1,144	(1,253)	1,577	(1,402)	12.5	109.7
Draughtspeople	3,429	(3,068)	100	(101)	3,329	(2,967)	12.2	430.9
Technical and scientific support	7,680	(6,981)	1,075	(1,085)	6,605	(5,896)	12	150.9
Surveyors	804	(755)	172	(185)	632	(570)	10.9	186
General managers	2,744	(2,477)	134	(121)	2,610	(2,356)	10.8	84.1
Production managers	5,809	(5,315)	166	(178)	5,643	(5,137)	9.9	144.3
Personnel	3,363	(3,313)	1,334	(1,467)	2,029	(1,846)	9.9	128.8
Food preparation	25	(23)	2	(2)	23	(21)	9.5	122.9
Purchasing	2,318	(2,150)	109	(128)	2,209	(2,022)	9.2	130.3
Administrative and other non-production managers	25,433	(23,879)	3,860	(4,073)	21,573	(19,806)	8.9	116
Aircraft and ships' officers	948	(890)	63	(73)	885	(817)	8.3	82.7
O & M and statisticians	1,893	(1,780)	291	(300)	1,602	(1,480)	8.2	181.3
Sales and marketing	17,127	(16,256)	2,085	(2,265)	15,042	(13,991)	7.5	148.2
Management services	172	(162)	22	(22)	150	(140)	7.1	56.3
Social and health	5,917	(5,840)	1,909	(2,070)	4,008	(3,770)	6.3	73.4
Estimators, etc.	1,448	(1,374)	103	(107)	1,345	(1,267)	6.2	93.6
Libraries, art galleries, etc.	9,090	(9,192)	4,095	(4,473)	4,995	(4,719)	5.8	102
Company secretaries	509	(488)	38	(43)	471	(445)	5.8	58.5
Estate agents, etc.	3,124	(3,170)	1,243	(1,377)	1,881	(1,793)	4.9	94.5
Town planners and architects	1,083	(1,089)	324	(364)	759	(725)	4.7	119.7
Executive secretaries	615	(603)	177	(182)	438	(421)	4	170.9
Legal services	1,267	(1,293)	432	(483)	835	(810)	3.1	65
Teachers	18,517	(18,477)	2,957	(3,277)	15,550	(15,200)	2.3	52.4
Biologists	1,813	(1,925)	1,154	(1,280)	659	(645)	2.2	131.2
All higher-grade unemployed	135,677	(129,475)	27,421	(29,413)	108,256	(100,062)	8.1	117.1

But it is the rises in the net unemployment over the past year, denoted by the last single column in the table, which disturb me most. The increases of 431 per cent in draughtsmen and women, and of 308 per cent *in data processing staff, and of* 193 per cent in engineers and technologists surely rocket into cloud-cuckoo land any claim that only the fat is being cut out of the economy.

Much the same might be said about the categories of work in which the 12-month increases have been below the corresponding rise of 68 per cent in the seasonally adjusted total of *registered unemployment in the* UK. Only four groups of higher-grade workers have suffered at less than the overall rate. They are legal services staff at 65 per cent, company *secretaries at* 58.5 per cent, those in management services at 56.3 per cent. and teachers at 52.4 per cent.

Lest anyone wonder what are the comparable figures for jobless civil servants, they are not counted as such by PER. But that does not necessarily mean there are none.

Advantage

LET'S ESCAPE now to the warmer mood associated with Wimbledon or, to be precise, the All England Lawn Tennis and Croquet Club of that address. Wanting a financial controller, the club has realised that its committee includes Mike Hann who as well as being a former tennis international is a recruitment consultant. The ball is accordingly in his court, care of Odgers and Co., 1 Old Bond Street, London W1X 3TD; telephone 01-499 8811, telex 8954989.

Responsibilities include all aspects of financial and management accounting, and the work of staff engaged in building maintenance and other technical and specialist services. Candidates should be qualified accountants with demonstrably appropriate experience, keen to help the club to build on the success of its famous championship.

Salary is not stated, but I would estimate no more than £12,000. The reason is that the perks include not only a club car, but also free housing.

Group Financial Accountant

Central London

to£15,000+car

Tricentrol is planning to de-merge, with its non-oil and gas interests becoming an independent public company. The de-merged industrial group has a turnover in excess of £160m primarily in commercial trading activities, and has under way some important new advanced technology projects in the fields of information systems and energy conservation.

Their need is for a skilled and ambitious accountant to lead a small Head Office finance function. *Reporting to the Group Controller, responsibility is* for group budgeting and reporting, treasury and tax matters and ad hoc financial investigations. The main challenge will be developing financial control systems in a re-organised group.

Candidates must be Chartered Accountants, ideally graduates and aged 27-30, with at least two years' post-qualification experience either in the profession or industry. Exposure to computerised accounting systems and group reporting and control requirements will be of particular interest.

A determined but friendly personality, the ability to work on one's own initiative and a real desire for practical involvement are essential.

Applications, which will be treated in strict confidence, should contain relevant details of career and salary progression, age, education and qualifications.

Please write to Alan Crompton, quoting reference 974/FT on both envelope and letter.

Deloitte Haskins+Sells
Management Consultants
128 Queen Victoria Street, London EC4P 4JX

Accounting Systems Minicomputers

C. London **c. £10,000**

- **Have you at least 2 years' industrial accounting/auditing experience with a working knowledge of standard costing?** Aged 26/40, you should also be able to communicate with management at all levels.
- **Could you be trained on minicomputers and financial packages?** This will enable you to advise subsidiary companies on installation, development and use of these packages.
- **Do you want to join a multi-product industrial group, operating worldwide, which has recently standardised systems on an advanced minicomputer with integrated manufacturing and accounting packages?**

If you are keen to learn more about this unrivalled opportunity please telephone or write to, Rebecca Goddard quoting Ref: 4110.

Lloyd Chapman Associates
123 New Bond Street, London W1Y 0HR 01-499 7761

THE ROYAL BANK OF CANADA (LONDON) LIMITED

requires a

FORFAITING MANAGER

THE ROYAL BANK OF CANADA (LONDON) LIMITED offers an interesting and exciting career opportunity as we continue to expand our involvement in worldwide merchant banking and trade financing.

Our recently established FORFAITING UNIT is seeking an applicant for the above position. The successful candidate will have at least 3 years experience in "à forfait" financing in London or on the Continent, in addition to general banking experience. He/she will possess a technical knowledge of forfaiting and sound independent judgment skills and be fully familiar with market practices. Fluency in English is a necessity and other language capabilities would be a definite asset.

The Royal Bank of Canada (London) Limited is a wholly owned subsidiary of The Royal Bank of Canada.

Qualified applicants should contact:

Mr. T. E. Kejto,
Associate Director,
The Royal Bank of Canada (London) Limited,
107 Cheapside,
London EC2V 6DT
Telephone: 606 3060

Pensions Development

5-figure salary plus car

This is a rare opportunity to bring innovation and inspiration to the market of Executive Pension Planning.

We're looking for a tactical architect to help design the packages that will direct our future selling strategy and to provide technical support to our direct sales force.

A technically proficient, young professional with 3/4 years solid pensions experience—possibly professionally qualified—whose career has probably been stifled by lack of prospects and intellectual stimulation.

We know the pensions market requires a vigorous, adventurous approach to planning and marketing with flexible plans that can be tailored to suit personal needs.

We're not asking you to take us into unknown territory as we've already test-proven the market potential. But we're still only scratching the surface. With the right inspiration developing the right products, we plan to significantly expand our share of this business. That's why we're offering, depending on experience, a 5-figure salary, company car, subsidised mortgage, free BUPA, free meals and a very generous relocation package to set you up in the Hertfordshire countryside.

Are you ready for this high-level challenge? We'll be waiting for your answer. Write with full c.v. to:—

Malcolm Austin, Personnel Manager,
Manufacturers Life Insurance Company,
ManuLife House, St. Georges Way,
Stevenage, Herts.
Tel: Stevenage (0438) 56101.

ManuLife
The Manufacturers Life Insurance Company

International Banking

Marketing Opportunities

A well-known successful Canadian Bank with an impressive domestic and international growth record, is expanding its marketing organisation which manages global account relationships. This will result in the creation of a number of interesting opportunities with scope for world wide career development. Initially based in London, these appointments are for:

Account Officers

to assume full responsibility for the development of existing and new client relationships within an assigned group and for achieving growth and profit targets for loans, deposits, banking services, and other collateral business. Candidates, probably aged between twenty-five and thirty-five, must have a successful record in banking—either domestic or international—and significant exposure to marketing, risk assessment and analysis. High motivation and the ability to make decisions independently are essential. *Fluency in at least one European language would be an advantage.*

Starting salary will be according to individual assessment but should interest candidates presently earning in the £10,000 to £15,000 per annum range. A full range of benefits is offered including a housing loan plan.

In the first instance please telephone (01-629 1844 at any time) or write—in confidence—for a personal history form, quoting ref. B.1854, to B. G. Woodrow.

These appointments are open to men and women.

MSL
United Kingdom Australasia Benelux
Canada France Germany Ireland
Italy Scandinavia South Africa
Switzerland U.S.A.

Management Selection Limited
International Management Consultants
17 Stratton Street London W1X 6DB

Fund Manager

Hill Samuel Investment Management Limited.

Hill Samuel have a vacancy for a Fund Manager in their expanding Pension Fund Department.

This represents an opportunity for a man or woman to make an active contribution to one of the leading investment management groups.

The successful candidate will have had a minimum of three years experience gained either with a Stockbroker, Financial Institution or Independent Fund, and calls for a combination of communication, fund management and analytical skills.

Applicants aged 27-35 should have a degree or professional qualification.

An attractive remuneration package will be offered, including a profit sharing scheme, mortgage facilities, BUPA and non-contributory pension scheme.

Please write with full career details stating present salary to:
Mavis Clark, Personnel Manager, Hill Samuel Investment Management Limited, 45 Beech Street, London EC2P 2LX.
Telephone: 01-628 8011.

HS

A member of the Hill Samuel Group

MANAGER FINANCE/LEASING

This international organization, principally engaged in the design, development and manufacture of computer data *storage systems, offers a highly rewarding career opportunity* (London based).

The successful applicant will be responsible for the development, administration and negotiation of all lease financing programmes in Europe, and coordination of international operations. The background requirement is a good record of studies in business and at least two years experience in banking, finance and/or lease negotiation.

LOCAL INTERVIEWS May 6 through May 8

To be considered, mail your detailed resume no later than May 4 to:

Mr. Jeffrey Gittelman
c/o Storage Technology (Europe) Ltd.
10-12 Old Court Place
Kensington, London, W8 4BR

STC is an equal opportunity employer

STORAGE TECHNOLOGY CORPORATION
Fulfilling the promise of technology.

Our client is a major British international group and household name. Its pre-eminent position in the industry and presence in the 'Times Top 100' reflects a continuous profit-led growth over the last decade. A vacancy now occurs for a

Group Taxation Manager

who will report to the Group Financial Director as part of a small head office financial team.

Extensive knowledge of UK, US and European tax is essential and experience must include the taxation implications of alternative financing strategies and organisation structures.

He or she will probably be in a similar role in a medium sized group or the deputy in a major corporation, in either case with significant international operations. An attractive remuneration package will be negotiated.

Location Central London, age 35-50.

Please write in complete confidence to David Thompson who is advising on this appointment quoting reference 1216.

Odgers MANAGEMENT CONSULTANTS
Odgers and Co Ltd, One Old Bond St, London W1X 3TD 01 499 8811

A substantial food manufacturing and food distribution company wishes to appoint a:—

Managing Director

This exciting appointment arises as a result of the expansion of this very profitable company. Applicants must have senior level executive experience in sales, marketing and general management, with a solid background in manufactured food and drink products, especially wines, sold to the grocery, catering and supermarket trades. This should also include a knowledge of branded goods and bulk commodities.

Our client is looking for a professional M/D with a strong personality, matched with leadership and tact, who also has a strong sales background. The Managing Director will have direct responsibility for the continued profitability of the company and its planned expansion, as well as for leadership of the existing keen and efficient team.

The remuneration package is generous and negotiable depending on experience.

London **Age 35-50** **Salary circa £25,000**

Applicants matching these requirements should contact me as soon as possible quoting WL.

I *Robin R Whalley*
A **INTERNATIONAL APPOINTMENTS (LONDON) LTD**
L *(Executive Recruitment Consultants)* *Cable: Intercppt, SW1 Tel: 01-839 1602/4*
Greener House, 66/68 Haymarket, London, SW1Y 4RF *Telex: 912881 att. Intercppt*

AN INTERNATIONAL BANK

requires

A SENIOR ACCOUNTING CLERK

FX experience essential. Salary negotiable. Good benefits.
Reply enclosing full CV to:
PO Box 534 EC2

PUBLIC COMPANY ACCOUNTANT & SECRETARY

WEST LONDON c£12,000 p.a.

Habit Precision Engineering Ltd., a small public group specialising in the manufacture of precision and diamond tools, requires a qualified accountant to take day-to-day control of the Accounts Department, prepare monthly accounts, cashflows, forecasts and budgets and the year-end statutory accounts.

Experience in a manufacturing company will be of assistance. In addition the successful applicant will handle the company secretarial requirements of the group.

A salary of c £12,000 is envisaged, together with a company car and non-contributory pension and life assurance scheme.

Please write (marked "Private and Personal") with full curriculum vitae to:

Charles Thompson
HABIT PRECISION ENGINEERING LIMITED
Roxby Place, London SW6 1RT

This could be the last executive advertisement you'll need to read.

InterExec is the unique career planning and job finding service for senior executives.

Only InterExec has 45 specialist career and marketing consultants to define your objectives and undertake a confidential campaign for the promotion of your immediate and long-term career.

Only InterExec has access to over 4,000 personal contacts producing over 100 unadvertised vacancies weekly to help you obtain an early choice of job offers.

Telephone for a confidential meeting without obligation.

London W1	01-434 3661/9 – Chris Nelson
Telex 22795	InterExec House, 22-23 Old Burlington Street
Birmingham	021-643 2924 – Martin Carter
	Elizabeth House, Suffolk Street, Queensway
Manchester	061-236 3732 – Ken Butterworth
	Sunley Buildings, Piccadilly Plaza

InterExec

CONFIRMING HOUSE STAFF

Elder's Finance Limited, London, part of the Australian based Elder Smith Goldsbrough Mort Limited group seeks experienced Confirming Staff (in both marketing and administration) to assist in the expansion of their world-wide operations. The ideal applicants will be aged 30/35 *and currently in the employment of a confirming house.* Detailed c.v. required.

Salary and terms negotiable
Apply to:—

Mr. D. B. Millis
ELDER'S FINANCE LIMITED
3 St. Helen's Place, London EC3A 6AX
Tel: 01-588 5201

GARTMORE INVESTMENT LIMITED

Senior Investment Executives

Gartmore is an International Fund Management Group and requires further Senior Executives in their fund management department.

The successful candidates will be experienced in the U.K. equity market and/or overseas markets. Salary and benefits will be commensurate with the jobs offered.

Written applications together with a curriculum vitae, which will be treated in strict confidence, should be sent to:—

D. Sarchett Esq.
GARTMORE INVESTMENT LIMITED
2 St. Mary Axe, London EC3A 8BP

CJA

RECRUITMENT CONSULTANTS
35 New Broad Street, London EC2M 1NH
Tel: 01-588 3588 or 01-588 3576
Telex No. 887374

Secure position with fast expanding, forward-thinking Bank

CJRA

BANK ACCOUNTANT

CITY **c.£10,500 p.a.**

+ EXCELLENT FRINGE BENEFITS INCLUDING MORTGAGE FACILITY

A LEADING INTERNATIONAL MERCHANT BANK

We invite applications from candidates, aged 25-30, who have several years' international banking experience, with a strong financial background. This banking experience will include a knowledge of banking procedures, Bank of England returns and internal Management accounting reports. Computer experience and an AIB qualification will be advantageous. The selected candidate will be reliable, enthusiastic and will have the opportunity to develop their career in accounting in one of the most dynamic International Banking environments in the U.K. Initial salary c. £10,500 p.a. + mortgage facility, 5 weeks' holiday, free family P.P.P., free lunch, non-contributory pension and free life assurance schemes. Applications under reference BA13299/FT will be forwarded unopened to our Client, unless you list companies to which they should not be sent in a covering letter marked for the attention of the Security Manager:

CAMPBELL-JOHNSTON RECRUITMENT ADVERTISING LIMITED, 35 NEW BROAD STREET, LONDON EC2M 1NH

Chartered Accountant

(FINANCIAL DIRECTOR PROSPECTS)

to £14,500 + car

BROMLEY, KENT

A well organised and technically astute Chartered Accountant (early 30's) with 3 years commercial experience is to be appointed to the corporate head office of this well established publicly quoted British Group.

This is a broad senior management role, embracing responsibility for cash management, investment appraisals, international tax planning, acquisitions and feasibility studies.

Reporting to and working closely with the Finance Director the appointee will also become increasingly involved in the formulation and development of policy and strategy, providing expert guidance to both corporate and operational management.

The position offers attractive fringe benefits and is seen as an ideal base for future progression within the organisation.

Interested candidates should apply in confidence to:-

Sheldrick, Sedgwick & Goodyer

25 John Street, Gray's Inn, London WC1N 2BL. 01-405 9843

Senior accountancy & financial management selection

Finance Directors

Electronics

Midlands; west of London to £16,500 + car

This major UK group is seeking two Finance Directors to join subsidiary companies which are market leaders in their fields of high-technology commercial electronics. Their respective turnovers are around £14m and £20m and both carry out a significant amount of contract work for private and government interests. Each incurs a substantial expenditure on development. The need is for two experienced financial executives who are capable of becoming immersed in a business and of providing strong financial guidance and support to line managers. The accounting functions which they will control are well structured and involve the extensive use of computers. Candidates, aged over 32, must have an accounting qualification and, preferably, a background in a high-technology manufacturing company. Depth of business awareness will have a decisive bearing on the final appointments. Salary is negotiable up to £16,500 with a car and good fringe benefits. Locations are to the west of London and an attractive part of the Midlands.

Write for an application form or send brief CV to the address below, *quoting ref: AA51/7655/FT on both letter and envelope,* and advising us of any other applications you have made to PA Personnel Services within the last twelve months. No details are divulged to clients without prior permission. Initial interviews will be conducted by PA Consultants.

PA Personnel Services

Hyde Park House, 60a Knightsbridge, London SW1X 7LE. Tel: 01-235 6060 Telex: 27874

PA

A member of PA International

Documentary Credits Specialist

Chemical Bank, one of the largest banking groups in the world, are currently seeking a Documentary Credits Specialist. Duties will include:

1. Processing all forms of documentary credit and bills transactions.
2. Promoting the Bank's services in respect of documentary credits, guarantees and acceptances to corporate customers.
3. Assisting customers in all technical matters relating to the above services.

Applicants must have at least 5 years' technical experience in the aforementioned areas and a desire to branch out into the marketing of these financial services.

A negotiable salary will be supported by a range of benefits expected of a major International Bank.

Please write giving full career details, including age, previous work experience, qualifications and present salary to: Katherine Howells, Personnel Department, Chemical Bank, Chemical Bank House, 180 Strand, London WC2R 1ET.

CHEMICAL BANK

An equal opportunity employer.

FINANCIAL ACCOUNTING

International Manufacturing

c. £10,000

Our client is a U.S. based international company with substantial and expanding worldwide interests in electronics and related high technology industries. Their European Corporate Headquarters, based in Basingstoke Hampshire, is a focal point for future organisational growth and now wishes to appoint a Financial Accounting Manager.

Reporting direct to the Financial Controller for Europe, Middle East and Africa, you will be responsible for the supervision and co-ordination of financial accounting across the company's European manufacturing sites, ensuring their conformity to both local and U.S. accounting standards.

We would like to talk to young men and women, qualified financial accountants, probably in their late 20's or early 30's, with first hand experience of company accounting for large scale manufacturing units. A recent head office role and taxation experience would be an added advantage.

Of particular interest would be exposure to U.S. accounting standards and experience of data processing consolidation systems.

You will recognise the career significance of this position at the heart of a multi-site, international high technology company. Remuneration is negotiable c. £10,000 and will include relocation assistance as appropriate.

For additional details, contact Tim Davies on (0992) 552552 or forward a full CV to: Macmillan Woolf Personnel Consultants, The Old Vaults, Parliament Square, Hertford SG14 1PU, Herts.

Macmillan Woolf Personnel Consultants

INTERNATIONAL BANKING

DEPOSIT DEALERS (2) **c. £12,500**

These opportunities, both with growing international banks, should appeal to young dealers (25/28) with sound, active experience in the Deposits market.

PROJECTS ACCOUNTANT **c. £10,000**

An unusual opportunity for a qualified accountant, preferably but not essentially with banking experience, to assist a major U.S. bank with the analysis and implementation of a variety of projects.

CREDIT ANALYST **c. £10,000**

Strongly developing international bank wishes to upgrade, in terms of both quality and size, its credit analysis and research capability. The prime requirements are therefore a really sound training and good practical experience.

Please telephone Ann Costello or John Chiverton

JOHN CHIVERTON ASSOCIATES LTD.

31, Southampton Row, London, W.C.1. 01-242 5841

FINANCIAL CONTROLLER

Europe, Middle East, Africa

Small U.S. corporate head office seeks qualified accountant to handle financial accounting/controls for operations, joint ventures. Involvement in Funding and Business Management. Reports to President.

Write to: (Miss) R. Ragland, Dyatron European Trade Corporation, Dyatron House, Lancaster Place, Wimbledon Village, London, SW19.

INSTITUTIONAL SALES EXECUTIVE U.S. EQUITIES

Prestigious U.S. Investment Banking and Brokerage Firm is looking for an experienced institutional sales executive to cover principally U.K. accounts. Top quality research product and big new issue calendar.

Excellent salary plus bonus.

Write Box A.7501, Financial Times 10 Cannon Street, EC4P 4BY

JUNIOR DEALER

Medium sized Institutional Broker requires junior dealer for equity market.

Write Box A7502, Financial Times, 10 Cannon Street, EC4P 4BY

MANAGING DIRECTOR CIVIL ENGINEERING

The Board of Marples Ridgway Construction Limited wishes to appoint a Managing Director.

The Company carries out Civil Engineering in the United Kingdom and overseas and currently has a satisfactory base load of work.

The successful candidate will be numerate, aged 50 plus, and possibly a Civil Engineer, but most important will have a proven record of successful general construction management including large scale contracts at home and abroad.

The remuneration package is unlikely to be a limiting factor and the further prospects of the position are excellent.

Candidates are invited to write in confidence to

J.A.G. Clarke, F.I.C.E., Chairman,
Marples Ridgway Construction Ltd.
20 Manvers Street, Bath, Avon BA1 1LX.

MARPLES RIDGWAY

A MEMBER OF THE BATH AND PORTLAND GROUP

Corporate Finance Executive

Merchant Banking c.£16,500+ +good banking benefits

Our client is an International Merchant Banking Group, based in the City. Due to continued expansion a new position has been created for a further Executive to join the Corporate Finance team.

The nature of the duties encompasses domestic and international work. The scope of this position is very large and calls for a mature personality coupled with a high level of technical achievement.

The successful applicant must be capable of working on his/her own and of presenting recommendations to clients as well as acting in specific technical areas as a team member.

The person will have had excellent previous Corporate Finance experience, or will have recently gaind a very good professional qualification and will look to progress in this meritocratic bank.

Please write in confidence to:

Ref. 3S01

DAVID CLARK, F.C.A., Consultant

David Clark Associates

4 New Bridge Street, London E.C.4

Telephone: 01 353 1867

A Badenoch & Clark Group Company

Corporate Finance

A senior executive, experienced in all aspects of corporate finance, is required by Fielding, Newson-Smith & Co. for their expanding Corporate Finance Department.

The successful applicant will probably be aged under 35 and hold a professional qualification in Law, Accountancy or Secretaryship.

The position carries excellent career prospects. Remuneration, which will be based on qualifications and experience, will consist of salary plus a share of profits.

Applications, which will be treated in the strictest confidence, should be sent with a curriculum vitae to:

The Managing Partner,
Fielding, Newson-Smith & Co.,
31 Gresham Street, London EC2V 7DX.

Fielding, Newson-Smith & Co.

Guy Butler (International) Limited

Due to expansion we have the following vacancies for experienced personnel:

Dollar C.D. Trader

Dollar Deposit Broker

(To work on Japanese Section)

Dollar Deposit Broker

(To work on Inter Bank Section)

Applicants should have a successful record within the market and be conversant with all aspects of the work involved.

There are also vacancies for persons between the ages of 20 & 25 who have a pleasant personality allied to drive and initiative to work as:

Trainee Dealers

An excellent remuneration package together with first class benefits will be offered to all successful applicants.

Applications which will be treated in strict confidence should be made *in writing* to:

G. M. Gascoine, Managing Director
Guy Butler (International) Limited,
Adelaide House, London Bridge,
London EC4R 9HN.

BUTLERS

Guy Butler (International) Limited

A Member of The Sime Darby Group

ACA's

£11,000 - £14,000++

AUDIT: **£14,000+**

Major high growth U.S. company, superb U.K. & Worldwide promotional prospects for top flight ACA's.

TROUBLESHOOTER: **£11,000+**

Approx. 2 yrs travel analysing problems/implementing H.O. policies, then into senior line role. Mortgage facilities available.

SNR. ACCT: **£11,000+Car**

Problem solving projects in all areas of very advanced technological company. Excellent prospects and benefits.

Telephone Linda Finnimore on 01-439 1466 or write in strictest confidence to Gresham Executive Appointments, 4th Floor, West End House, 11 Hills Place, London W1.

Gresham Executive Appointments

Chief Executive

Investment Group

London £50,000

Our client is a holding company which has its administrative headquarters in London. Its investments, located in Europe and overseas, span property, financial services and industrial companies. The management of these assets, as well as their administrative supervision, will be the responsibility of the Chief Executive.

We seek an entrepreneurial merchant banker who has had P & L experience in an international environment. The individual must have specific property development experience outside the U.K., and must be able to negotiate real estate agreements in the sophisticated business environment of North America and Europe. Experience in the Middle East is desirable but not a necessity. Age and nationality are unimportant.

As consultants to management, we undertake not to release the name of any respondent to our client without his/her express permission.

Replies to Box No. A7497, Financial Times, 10, Cannon Street, London EC4P 4BY.

RECRUITMENT CONSULTANT

E.C.2

AGE: 28-35 **SALARY PACKAGE c. £10,000**

Do you have an operations/personnel background gained in a City Bank? Add your existing expertise and knowledge to that of our small team of specialists, with responsibility for your own area.

For further information please call:
G. T. DUTTON ON 01-283 9959

CHIEF DEALER REQUIRED

A well established overseas bank shortly to commence operations as a licensed deposit-taker in London requires an experienced Chief Dealer. The person must be conversant with all aspects of the foreign exchange and money markets. Remuneration negotiable. Interviews will be conducted from week commencing Monday, 18th May. Applications, enclosing full c.v. and giving telephone number for immediate contact, should be sent in confidence to:

Box A.7499, Financial Times
10 Cannon Street, EC4P 4BY

LOMBARD

Cash for critics of nuclear power

BY DAVID FISHLOCK

JUDGE PARKER'S opinion that opponents of nuclear energy projects should have enough money, if need be from the public purse, to brief counsel and properly contest the scheme is bound to raise hackles among nuclear proponents. But his case is a persuasive one. In the long run, it is probably the best hope of avoiding 100-day marathons like the Windscale inquiry and returning—as the judge himself has suggested—to the local planning inquiries of three or four days which served for Britain's first nuclear stations.

From the same platform at Imperial College on which Judge Parker was speaking, Mr. Robin Grove-White, chairman of the Council for the Protection of Rural England and a well-known critic of nuclear stations, voiced fears that the public *would increasingly come* to see that its opportunities for participation were illusory. But when challenged by Lord Flowers to say what kind of enfranchisement organisations such as his wanted in national energy policy, Mr. Grove-White *admitted that he had no ideas* to offer.

Inquiry

In fact, opponents of nuclear schemes seem to believe that a "fair" kind of compromise would be for the inquiry inspector to attach a few caveats to the original proposal. This would open the opportunity of persuading politicians that there were enough serious doubts about the wisdom of the scheme to justify at least a protracted delay. Judge Parker simply refused to play that game at Windscale. He examined minutely each of 17 arguments advanced by a wide diversity of interests against the proposal. He rejected every one.

The judge *believes firmly that* the only way to conduct public inquiries into issues as emotional as nuclear power at present is in an adversarial way: that is, to have learned counsel slug it out before a third legal mind. Only thus can hard facts be filtered from the smokescreen of emotion and irrelevancy.

But learned counsel costs money. If the public itself is to see that justice is being done at a public inquiry, opponents must be assured of enough cash to put their own case fully through counsel and to cross-examine proponents. If need be, it must come from public coffers.

How such funds are dispensed will present a problem, the judge says. In his experience the various interests opposed to nuclear power quarrel among themselves about what they are *objecting to, why* and how. At Windscale on occasion they even demolished each other's case.

Reassurance

What the public must *not* expect from a public inquiry into a nuclear project is any reconciling of views between the two sides, the judge contends. "But it can produce an inquiry acceptable during its course and for so long thereafter as the report is not published." He recalls ruefully how one of the losers at Windscale had written privately to him at the end of the inquiry complimenting him on his handling of it, then had attacked him bitterly in public as soon as his report came out.

The *present situation, recognising* a widespread public need for what has been called "symbolic reassurance" that Government is heeding its worries, is cumbersome and time-consuming for those who think they have a good economic *case for pressing on. Can something* less paralysing be envisaged for the future?

If Judge Parker is right, nuclear proponents have little to fear from public inquiries provided they have prepared their case properly. They may not *like being cross-examined but* it is a very efficient way of getting to the heart of an issue.

It may take two or three more marathon public inquiries like Windscale—say, for Sizewell B, the fast reactor, and perhaps a new reprocessing factory to augment Windscale—before the public has reaped the reassurance it needs. Those who believe in a nuclear future should lend their weight now to giving their critics all the financial help needed in meeting legal costs, to publicly demonstrate that supporters of nuclear power do indeed have an irresistible case.

By the same token, if they do not feel confident of confronting a hostile counsel, they would do best to abandon their scheme.

Anti-trust highway code is needed

BUSINESS AND THE COURTS

BY A. H. HERMANN, Legal Correspondent

AS LONG AS horse-drawn carriages were the fastest things moving on the roads, and there were not many of them, people could happily survive without traffic lights, and a bit of shouting and cursing at the crossroads settled the priorities now regulated by the highway code. The same applied to international legal traffic.

With the escalation of trade and international investment in the past 50 years, this traffic has become very dense, and there seems to be an urgent need for traffic lights or, at least, a code of priorities. *National laws tend to fill all* the space available, spilling over national frontiers. Thus Arab laws prohibit French, English, Canadian and many other trading partners from doing business with Israel or with anyone who does business with Israel, while U.S. law prohibits these traders from complying with the Arab laws. And the Canadian, English and French law — with a varying degree of emphasis — tells its nationals that they need not pay attention *to either.*

Widespread

The extra-territorial application of national laws is a very widespread phenomenon, but it is mostly discussed with regard to the insistence of the U.S. that its antitrust law can be applied to companies operating outside of the U.S. if their behaviour has a significant effect on U.S. territory—and that they should be so applied, not only in the interests of the U.S. but for the benefit of mankind. A similar expansive doctrine is applied to security regulations devised for the protection of U.S. investors, while embargoes and trading with the enemy regulations are deemed to apply not only to U.S. citizens and companies, but also to foreign subsidiaries of American companies.

These doctrines lead to conflicts of legislative jurisdiction, of which the most prominent recently, the Westinghouse uranium litigation, is now over, the dispute having been settled out of court, but the possibility of crippling awards of damages will not be easily forgotten. The memories will not be made any more palatable by the knowledge that *non-American* uranium producers would have been punished under anti-trust laws for defensive measures adopted only after the U.S. imposed an embargo on imports, released its stockpiles, and by thus taking the bottom out of the market, threatened their survival.

The greatest threat at present is posed by the continued extra-territorial application of U.S. anti-trust laws to ocean shipping in aid of its world-wide regulation by the U.S. Federal Maritime Commission. Not quite world-wide: the act of state doctrine provides immunity to Communist bloc merchant fleets and to the trans-Siberian container line, already earning US$1bn on carrying foreign cargoes. Fidelity discounts to shippers may be bad for competition. But if cartels of Western shipping companies are prohibited from using them while Communist fleets may and do use them, this is bound to have some far-reaching strategic consequences.

The original aim of shipping regulations in the U.S. was to secure 50 per cent of American cargo for American ships, not competition. The same development towards anti-trust is now taking place in air transport. The Civil Aeronautical Board has removed anti-trust immunity from participation in IATA traffic conferences, and the International Air Transportation Competition Act of 1979 is designed to promote competition internationally.

The spread of anti-trust investigations is also causing concern in areas which have so far felt secure. There are fears that international insurers covering American risks may be hit by the extra-territorial application of U.S. anti-trust laws. This could even happen if they have no permanent presence in the U.S. In the past, the McCarran-Ferguson Act was generally believed to afford a *broad* exemption, and U.S. courts used to dismiss anti-trust actions against insurance companies as a matter of routine. * More recently, the Supreme Court decided that the Act does not permit private anti-competitive boycotts against policy holders or other non-competitors. It also held † that the Act did not exempt agreements fixing retail drug prices between health insurers and pharmacists.

The latest scare seems to be the possibility that the U.S. Commodity Exchange Act could be applied to foreign dealers operating directly or indirectly on the U.S. futures and cash *commodity markets.* The Act makes it a criminal and civil offence to manipulate the price of any commodity in inter-state commerce subject to the rules of a particular market. The Act originally covered only a limited range of domestic *agricultural* products, but alarmed by the secret Soviet purchases of grain in 1972, Congress extended the reach of the Act to precious metals, foreign currencies, coffee, cocoa, sugar and copper.

The Commodities Futures *Trading* Commission (CFTC) has taken steps to avoid problems in serving process outside the U.S. by adopting a regulation according to which U.S. Futures Commission merchants are deemed to be agents of their foreign customers and brokers, so that they can accept service of any CFTC summons, complaints or information demands. Another regulation in the pipeline will require foreign dealers to provide their U.S. Futures Commission merchants with a list of the beneficial owners of all contracts and the CFTC will be able to enforce its information demands on foreign persons by requiring liquidation of their accounts if they fail to provide the in*formation within 24 hours.*

But there is also some reassuring news from the U.S. Mr. William Baxter, the new assistant attorney-general for anti-trust, finally appeared in public and confirmed that the Reagan *Administration* will adopt a softer approach to anti-trust. Adressing the anti-trust section of the American Bar Association, Mr. Baxter said that the 1968 guidelines on conglomerate and vertical mergers should be thoroughly reworked. In his view *these guidelines* represented an attempt "to paw around in the entrails to try to find adverse vertical consequences." He favoured a "rule of reason" approach to joint ventures which he believed to be acceptable in industries that were not highly concentrated. *He even* seemed to adopt a relaxed attitude to price fixing if it took place in industries or markets which were not significantly concentrated.

Commission

Doubts about the wisdom of an intransigent anti-trust policy and fears that it might prevent U.S. companies from entering into joint ventures abroad and from acquisitions necessary for *the penetration of* export markets are not new. They prompted the introduction, by Senator Charles Mathias, of the Bill S 1010 in April, 1979. The Bill proposes the establishment of a commission to study international application of anti-trust laws and to work towards a more reasonable practice. But looking back at the history of U.S. anti-trust one can see that it is littered with corpses of such good intentions. The only real hope for stemming the inter*national* expansion of national laws, American or other, is the agreeing of a highway code and the establishment of traffic lights.

* *St. Paul Fire and Marine Insurance Company v. Barry, 438 U.S. 531 (1978).*

† *Group Life and Health Insurance Company v. Royal Drug Company, 440 U.S. 205 (1979).*

Tolmi offers Newmarket surprise

RACING

BY DOMINIC WIGAN

THERE CAN have been few better fields assembled for a classic race than Fairy Footsteps, Marwell, Tolmi and Kittyhawk for today's 14-runner 1,000 Guineas at Newmarket.

The betting on the season's opening classic suggests that Fairy Footsteps could have things very much her own way. That may well prove to be the case, but it cannot be said that she represents good betting value at odds of around even money.

A better win and place proposition is probably Tolmi despite the fact that she lines up for the race without a previous outing and with a question mark against her stamina.

A brilliant and precocious juvenile who won both her races in the style of a potential classic winner, Tolmi suffered a training setback a few weeks ago which threatened to rule her out of this afternoon's field. However, she quickly overcame the setback and in a recent gallop with an older stable companion left one in no doubt that she retains all her ability.

In that eye catching piece of work 10 days ago Tolmi was always travelling well within herself on considerably less favourable terms than weight for age with the extremely smart Morayshire. The four-year-old Morayshire had gone down only narrowly to Hard Fought in the group three Earl of Sefton stakes on this course earlier in the month and Fairy Footsteps went on to advertise her form with another winning performance in high class company at Sandown on Saturday.

In what is sure to be an absorbing tactical confrontation I envisage Tolmi getting up close to home to outpace Fairy Footsteps on whom Lester Piggott may set out to make all the running. Kittyhawk, a game second to Tolmi at Ascot last term is preferred to the remainder: while I cannot see Marwell staying this stiff mile.

Anticipated 1,000 Guineas odds: evens Fairy Footsteps, 11-2 Marwell, 6-1 Tolmi, 12-1 Kittyhawk, 20-1 Go Leasing, 25-1 Madame Gay, 33-1 bar.

NEWMARKET

2.00—Windmills
2.30—Little Wolf**
3.05—Tolmi***
3.35—Great Eastern
4.10—Morgan's Pearl
4.40—Habitor*

TV/Radio

† Indicates programme in black and white

BBC 1

6.40-7.55 am Open University (Ultra high frequency only). 12.42 pm Regional News for England (except London). 12.45 News. 1.00 Pebble Mill at One. 1.45 King *Rollo*. *1.50-2.30* Bric-a-Brac. 3.53 Regional News for England (except London). 3.55 Play School (as BBC 2 11.00 am). 4.20 The Perils of Penelope Pitstop. 4.40 Heidi. 5.00 John Craven's Newsround. 5.10 Blue Peter.

5.40 News.

5.55 Nationwide (London and South-East only).
6.20 Nationwide.
6.55 Tomorrow's World.
7.20 Top of the Pops.
8.00 Are You Being Served?
8.30 Butterflies.
9.00 Party Political Broadcast on behalf of the Liberal Party.
9.10 News.
9.35 The Chinese Detective.
10.25 Question Time.
11.17 News Headlines.
11.20 Kojak.

All Regions as BBC 1 except as follows:—

Cymru/Wales — 5.55-6.20 pm Wales Today. 6.55-7.20 Heddiw. 12.10 am News and Weather for Wales.

Scotland—12.40-12.45 pm The Scottish News. 5.55-6.20 Report*ing Scotland.* *8.30 The Current* Account Report. 9.00-9.10 A Party Political Broadcast by the Scottish Liberal Party. 12.10 am News and Weather for Scotland.

Northern Ireland—3.53-3.55 pm Northern Ireland News. 5.55-6.20 Scene Around Six. 10.25 Sportsweek. 10.55 Kojak. 11.45 Question Time. 12.35 am News and Weather for Northern Ireland.

England—5.55-6.20 pm Look East (Norwich); Look North (Leeds); Look North (Newcastle); Look North-West (Manchester); Midlands Today (Birmingham); *Points West* (Bristol); South Today (Southampton); Spotlight South-West (Plymouth).

BBC 2

6.40-7.55 am Open University.
11.00 Play School.
5.15 pm Open University.
6.55 Cartoon Two.
7.05 Mid-evening News.
7.15 Delia Smith's Cookery Course.
7.40 Stepping Out
†8.30 Battlefront: "Paths Of Glory," starring Kirk *Douglas.*
9.55 Man Alive (investigation into shoplifting).
10.45 Party Political Broadcast on behalf of the Liberal Party.
10.55 Newsnight.

BBC 2 Scotland only—10.45-10.55 pm Party Political Broadcast on behalf of the Scottish Liberal Party.

LONDON

9.30 am The Master Builders. 9.55 The New Accelerators. 10.20 Young Ramsay. 11.05 The Adventures of Niko. 11.30 Alphabet: The Story of Writing. 12.00 Woofits. 12.10 pm Get Up and Go! 12.30 The Sullivans. 1.00 News, plus FT Index. 1.20 Thames News. 1.30 Take the High Road. 2.00 After Noon Plus. 2.25 Racing from Newmarket. 3.45 Leave It To Charlie. *4.15 Five Magic Minutes.* *4.20* Little House on the Prairie. 5.15 Emmerdale Farm.

5.45 News.
6.00 Thames News.
6.25 Help!
6.35 Battlestar Galactica.
7.30 The Kenny Everett Video Cassette.
8.00 The Morecambe and Wise Show.
8.30 TV Eye.
9.00 Funny Man.
10.00 Party Political Broadcast by the Liberal Party.
10.10 News.
10.40 Thames Report.
11.10 The New Avengers.
12.10 am What the Papers Say.
12.25 Close: "Sit Up and Listen" with Sir Frederick Catherwood.

All IBA Regions as London except at the following times:—

ANGLIA

9.30 am The Ballad of the Irish Horse. 10.10 The Hand of Adam. 10.45 Brass in Concert. 11.25 Patterns. 11.50 The Bubbles. 1.20 pm Anglia News. 6.00 About Anglia. 6.20 Arena. 6.35 Crossroads. 7.00 Benson. 10.40 Homeworld '81. 11.10 240 Robert. 12.10 am Paris By Night. 12.40 The Living Word.

ATV

9.30 am Table Tennis. 9.45 Patterns. 10.10 Chopper Squad. 11.00 Sesame Street. 1.20 pm ATV News. 3.45 The Stationary Ark. 4.20 Vicky the Viking. 4.45 Salvage One. 6.00 ATV News. 6.05 Crossroads. 6.30 ATV Today. 7.00 Emmerdale Farm. 10.40 Contrasts. 11.10 ATV News. 11.15 Lou Grant.

BORDER

9.30 am Wildlife Cinema. 9.55 Animated Classics. 10.45 Tarzan. 11.35 Mork and Mindy. 1.20 pm Border News. 3.45 Leave It To Charlie. 5.15 The New Fred and Barney Show. 6.00 Lookaround Thursday. 6.35 Crossroads. 7.00 Emmerdale Farm. 10.40 Lou Grant. 11.40 Border News Summary.

CHANNEL

1.20 pm Channel Lunchtime News What's On Where, and Weather. 6.00 Channel Report. 6.35 Crossroads. 7.00 Brown Study. 10.00 A Chance To Meet . . . Emlyn Hughes. 10.38 Channel Late News. 10.46 The Entertainers (Johnny Logan). 11.16 Paris By Night. 11.45 News and Weather in French.

GRAMPIAN

1.00 am First Thing. 10.05 Larry the Lamb in Toytown. 10.15 Bailey's Bird. 10.40 Patterns. 11.10 Tarzan. *11.55 Halas and Batchelor Cartoon.* 1.20 pm North News. 5.10 Police News. 6.00 North Tonight. 6.35 Crossroads. 7.00 Top Club. 10.40 Soap. 11.10 Thriller. 12.25 am North Headlines.

GRANADA

9.30 am Larry the Lamb. 9.40 Bailey's Bird. 10.05 Sixty Incredible Years. 11.00 Sesame Street. 1.20 pm Granada Reports. 4.20 Movie Matinee: "The Grizzly And The Treasure." 6.00 Granada Reports. 6.25 This Is Your Right. 6.30 Crossroads. 7.00 Emmerdale Farm. 10.40 Celebration. 11.15 What the Papers Say, presented by Simon Winchester of the Sunday Times. 11.35 Fight Night.

HTV

9.45 am Animated Classics. †10.30 *"Mr. Perrin And Mr. Traill," starring* David Farrar, Marius Goring and Greta Gynt. 1.20 pm HTV News. 5.10 Jobline Newsdesk. 5.20 Crossroads. 6.00 Report West. 6.30 Happy Days. 7.00 Emmerdale Farm. 10.38 HTV News. 10.45 Scene. 11.30 Fireside Theatre.

HTV Cymru/Wales—As HTV West except: 12.00-12.10 pm Owain A'r Olion. 4.15 Enwedon Chaos. 4.45 Sar Sur. 5.20 Sinbad the Sailor. 6.00 Y Dydd. 6.15 Report Wales. 6.30-7.00 Sports Arena. 10.45 All Kinds of Everything. 11.30-12.30 am SWAT.

SCOTTISH

†10.00 am Thursday Matinee: "Edward My Son," starring Spencer Tracy and Deborah Kerr. 11.50 Larry the Lamb. 1.20 pm News Headlines and Road and Weather Report. 1.30 Out of Town. 3.45 The Electric Theatre Show. 4.20 Unaccustomed As I Am. 5.20 Crossroads. 6.00 Scotland Today. 6.20 Action Line. 6.30 Mr and Mrs. 7.00 The Irish R.M. 10.40 Preview. 11.15 Scottish History. 11.35 Late Call. 11.40 Tenspeed and Brown Shoe.

SOUTHERN

9.30 am Call It Macaroni. 9.55 The Beachcombers. 10.20 Untamed World. 10.45 Musical Special. 11.45 Cartoon Time. 1.20 pm Southern News. 5.15 Betty Boop. 5.20 Crossroads. 6.00 Day By Day. 6.30 University Challenge. 7.00 Emmerdale Farm. 10.45 People Rule! 11.15 The New Avengers.

TYNE TEES

9.20 am The Good Word. 9.25 North-East News. 9.30 Survival. 9.55 Cartoon Time. 10.05 Morning Movie: "Beau Brummel," starring Stewart Granger. 11.50 Larry the Lamb. 1.20 pm North-East News and Lookaround. 3.45 The Wild, Wild World of Animals. 4.20 Fantastic Four. 4.45 Tarzan. 6.00 North-East News. 6.02 Crossroads. 6.25 Northern Life. 7.00 Emmerdale Farm. 10.40 North-East News. 10.42 Soap. 11.10 Beyond Westworld. 12.10 am Hadrian's Wall.

ULSTER

1.20 pm Lunchtime. *3.45 Stars on* Ice. 4.13 Ulster News. 4.20 Call It Macaroni. 4.45 Schools Challenge. 5.15 Cartoon Time. 5.20 Crossroads. 6.00 Good Evening Ulster. 6.50 Police Six. 7.00 Emmerdale Farm. 10.39 Ulster Weather. 10.40 Mork and Mindy. 11.10 Police Surgeon. 11.35 Bedtime.

WESTWARD

9.25 am Free Time. 9.50 Feature Film, "The Crimson Pirate," starring Burt Lancaster and Eva Bartok. 11.30 Out of Town. 12.27 pm Gus Honeybun's Birthdays. 1.20 Westward News Headlines. 6.00 Westward Diary. 6.35 Crossroads. 7.00 The Junior Motorcycling Spectacular. 10.42 Westward Late News. 10.46 The Entertainers (Johnny Logan). 11.15 Paris By Night. 11.45 Faith For Life. 11.50 West Country Weather and Shipping Forecast.

YORKSHIRE

9.30 am Larry the Lamb. 9.40 Spread Your Wings. 10.05 Chopper Squad. 10.50 Cartoon Time. 11.00 Bailey's Bird. 11.30 Killer Whale. 11.55 The Undersea Adventures of Captain Nemo. 1.20 pm Calendar News. 4.20 Jason of Star *Command.* *4.45 Little House on the* Prairie. 6.00 Calendar (Emley Moor and Belmont editions). 6.35 Crossroads. 7.00 Emmerdale Farm. 10.40 Calendar Carousel. 11.10 The Monte Carlo Show.

(S) Stereophonic broadcast
‡ Medium Wave

RADIO 1

5.00 am As Radio 2. 7.00 Mike Read. 9.00 Simon Bates. 11.00 Andy Peebles. 12.00 Star Wars. 12.30 pm Newsbeat. 12.45 Paul Burnett. 2.30 Dave Lee Travis. 4.30 Peter Powell. 7.00 Wheels with Dave Lee Travis. 8.00 Richard Skinner. 10.00-12.00 John Peel (S).

RADIO 2

5.00 am Ray Moore (S). 7.30 Terry Wogan (S). 10.00 Susannah Simons (S). 12.00 David Hamilton (S). 2.00 Ed Stewart's Request Show (S) including Racing from Newmarket. 4.00 Much More Music with David Symonds (S). 6.00 John Dunn (S). 8.00 Country Club with Wally Whyton (S). 9.00 Alan Dell with The Big Band Sound (S). *9.55 Sports Desk.* *10.00 The* News Huddlines with Roy Hudd. 10.30 Star Sound Extra. 11.00 Brian Matthew with Round Midnight, including 12.00 News. 2.00-5.00 am You and the Night and the Music (S).

RADIO 3

6.55 am Weather. 7.00 News. 7.05 Morning Concert (S). 8.00 News. 8.05 Morning Concert (continued). 9.00 News. 9.05 This Week's Composer: Schumann (S). 10.00 Scottish Baroque Ensemble (S). 10.50 Beethoven: First of four recitals containing all his works for cello and piano (S). 11.35 BBC Singers (S). 12.10 pm Milwaukee Symphony Orchestra (S). 1.00 News. 1.05 Bristol Lunchtime Concert (S). 2.00 "Violanta," opera in one act by Korngold (S). 3.25 Piano recital (S). 4.05 Cummings Trio (S). 4.55 News. 5.00 Mainly For Pleasure (S). 7.00 Talking About Music (S). 7.30 Radio Theatre '81 (S). 9.05 BBC Symphony Orchestra (S). 9.55 Words. 10.00 Edith Vogel piano recital (S). 11.00 News. 11.05-11.15 Tippett (S).

VHF only—Open University: 5.55-6.55 am and 11.15 pm-12.55 am.

RADIO 4

6.00 am News Briefing. 6.10 Farming Today. 6.25 Shipping Forecast. 6.30 Today, including 6.45 Prayer for the Day; 7.00, 8.00 Today's News; 7.30, 8.30 News Headlines; 7.45 Thought for the Day. 8.35 Yesterday in Parliament. 9.00 News. 9.05 Checkpoint. 9.30 The Living World. 10.00 News. 10.02 *Enterprise.* *10.30 Daily Service.* 10.45 Morning Story. 11.00 News. 11.05 File on 4. 11.50 Enquire Within. 12.00 News. 12.02 pm You and Yours. 12.27 Brain of Britain 1981 (S). 12.55 Weather; programme news. 1.00 The World at One. 1.40 The Archers. 1.55 Shipping Forecast. 2.00 News. 2.02 New-Woman's Hour. 3.00 News. 3.02 Afternoon Theatre (S). 4.00 The Laughter Singers (S). 4.16 Bookshelf. 4.45 Story Time. 5.00 PM: News magazine. 5.50 Shipping Forecast. 5.55 Weather; programme news. 6.00 News. 6.30 Any Answers? 6.55 It's a Bargain. 7.00 News. 7.05 The Archers. 7.20 Time For Verse. 7.30 The English Concert, part 1 (S). 8.20 The World's Wonder. 8.40 The English Concert, part 2 (S). 9.05 Is There a Spirit in the House?—Margaret Robertson visits haunted theatres. 9.30 Kaleidoscope. 9.59 Weather. 10.00 The World Tonight. 11.00 The Book at Bedtime. 11.15 The Financial World Tonight. 11.30 Today in Parliament. 12.00 News.

BBC Radio London

5.00 am As Radio 2. 6.30 Rush Hour. 9.03 Morning Star. 10.03 The Robbie Vincent Telephone Programme. 12.30 pm London News Desk. 12.40 The Tony Fish Total Music Show. 2.30 Tony Blackburn. 5.00 News. 5.15 The Good Vote Guide. 5.30 Music on the Move. 6.33 Openings. 7.03 Black Londoners. 8.00 As Radio 1. 10.00 Question Time from the House of Commons. 11.00-5.00 am Join Radio 2.

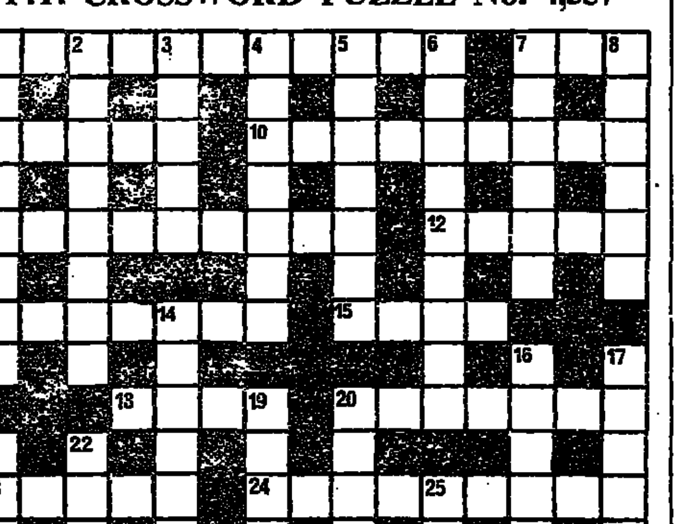
London Broadcasting

6.00 am AM: Bob Holness and Douglas Cameron. 10.00 Brian Hayes. 12.00 LBC Reports. 7.00 pm London Life. 9.00 Nightline. 12.00 LBC Reports Midnight. 1.00 am Night Extra. 4.00 The London Interview. 5.00 Morning Music.

Capital Radio

7.00 am Breakfast Show. 10.00 Michael Aspel. 12.30 pm Mike Allen. 1.00 First Report. 1.10 Mike Allen (continued). 3.00 Roger Scott. 6.30 London Tonight. 8.30 Nicky Horne's Rock Show. 10.30 John Sach's Late Show. 12.00 Midnight Special.

F.T. CROSSWORD PUZZLE No. 4,557



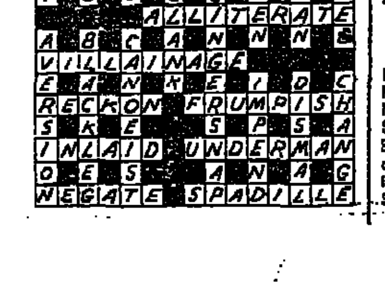
ACROSS

1 Gospel Oak or some other part of London? (2.5.4)
7 Stuff for the bed-sitter (3)
9 Note morning parent gets letter from abroad (5)
10 Statesmen dealing in cameras (9)
11 Wrinkles giving a bird some standing (5.4)
12 Particular thanks coming 8th where 9 is 3rd (5)
13 Chest of youth measuring six feet (7)
15 Pop goes front liner on board (4)
18 Useless clothing (4)
20 Could just be found in London (7)
23 Key way to work bar (5)
24 Equip mother with part in foolish talk (9)
26 Pair following notice writer (4.5)
27 Rope in student to the same degree like this (5)
28 Express for instance (3)
29 Don't worry the others with a policy (4.7)

DOWN

1 Intelligence from Forsytes' urban setting (8)
2 Stop car moving confectionery (3.5)
3 Director's call for a kick-off (5)
4 Fell over cathedral in good form (7)
5 Person upsetting favourite's dance (7)
6 Meaning to put over a scheme to leave slowly (5,4)
7 Seated third at least (6)
8 Maids when flustered left without cheer (6)
14 Tory getting safe signal to sail (4,5)
16 Ought motorist to get round merrymaker (8)
17 Give up control of estate (8)
19 Go beyond what USSR spa can offer (7)
20 Master spy in shade (7)
21 Messenger screened by another messenger (6)
22 Lie soundly in part of building (6)
25 Heavenly supporter of charts booked (5)

Solution to Puzzle No. 4,556



ENTERTAINMENT GUIDE

OPERA & BALLET

THEATRES

CINEMAS

CLUBS

ART GALLERIES

FINANCIAL TIMES

PUBLISHED IN LONDON & FRANKFURT

INTERNATIONAL & BRITISH EDITORIAL & ADVERTISEMENT OFFICES

For Share Index and Business News Summary, Telephone 246 8026 (number, preceded by the appropriate area code valid for London, Birmingham, Liverpool and Manchester).

THE ARTS

Warehouse

Outskirts

The design by Jenny Beavan is a scoffed floorcloth representing a patch of waste land overlooking Crystal Palace. There is one old armchair, upturned, to suggest acres of rubbish. Two school friends, Bob and Del, compare domestic notes and talk of the future. Bob's anger will be fuelled by unemployment. He will join a fascist organisation. Del, the archetypal second string, will escape through teachers' training college and develop sympathies for the ethnic minorities.

Hanif Kureishi's beautiful little play shifts evocatively between 1969 and 1981. The boys are reunited when Bob's wife goes away for the weekend. Del comes down from Islington. Their sexual banter is rekindled but one incident from the past hangs heavy still. On one of their regular escapades down by the motorway, they assaulted a Pakistani. They are white. Del regrets this random voyage into sensationalism. Bob knows that solid English people are behind him. He will get things done. He smashes a beercan to the ground.

Padding through the action is Bob's Mum, invariably dressed in a nightgown and peering through the darkness with a torch. Years of dispiriting work in a shoe shop have stolen her spark. She shares her house with unemployed Bob and his wife. For the interior scenes, the armchair is set on its legs. The play, remarkably assured, is Mr. Kureishi's second full length effort and confirms the extraordinary promise of last year. One thinks of Peter Gill's *Small Change* in the precise examination of the boys' relationship in different time spans. Howard Davies's muted production for the RSC is a model of tact and clarity, and there are splendid performances by Marjorie Yates as Mum, Tony Guilfoyle as the unsettled Bob and, especially, David Bamber as the cuddly, tender-footed sidekick. This really is a play for London today.

*

It is always an unalloyed pleasure to visit the Polka Children's Theatre in Wimbledon, and the current offering for three-to-five year-olds, *Towser's Big Surprise* (playing twice daily at 11.00 am and 2.00 pm) is a charming fable of a dog doing well in a cake competition. Janet Marshall directs her own script, eliciting good work from puppets and actors alike. The outdoor playground here is a child's paradise and the permanent marionette display an unending source of joy.

MICHAEL COVENEY

Marjorie Yates and Tony Guilfoyle

Palladium

Liberace

by ANTONY THORNCROFT

He might be a bit puffy and breathy; he might spend more time changing his costumes than pounding the piano; but Liberace remains a very palatable phenomenon. Of course he has always been more enjoyable seen rather than heard so the fact that the rings and the fountains, the home movies and the modelling, have quite overwhelmed the music is no great loss. Liberace remains as deeply in love with himself as ever but, because he seems to like his audience just as much, his two-week stint at the Palladium can be welcomed and even recommended.

It is impossible to send him up: he does that to perfection. There he stands, pink and perky like the biggest and roundest Russian doll. His costumes would make Mae West weep with envy, especially the opening number, around 20 yards of virgin white fox—or so he says. There is also a nifty black outfit—" acres of black diamond mink." To ensure that we all see the rings they are magnified on a screen. With all this dazzle the piano playing stands little chance, but he plays well, if without great finesse: the talent is exhausted by the personality.

I am sure nothing could dent his self-esteem and his enthusiasm for living maintains the momentum over three hours of spectacle. Liberace seems to have a generous spirit and when he is not snatching Irene out of the audience for an old-fashioned waltz he is launching a young and thin and equally oleaginous Liberace the Second on to an unprepared world in the form of Dominic Allen, a member of the Scots Logan clan, who sings and dances and does everything, rather well if you like show biz saccharine. Liberace, who years ago gave Barbra Streisand an equally hefty leg up, smiled nostalgically as the stage slithered in a double dose of treacle.

As for the content it was much as in the past—a Chopin medley: Strauss to the accompaniment of gushing fountains in strict tempo: a tribute to New York. The jokes have also survived: and the shower of bouquets. Liberace brightens the life of many middle-aged women—he deserves to be the best paid charity in the world.

Bishopsgate Hall

Peter Donohoe

by DOMINIC GILL

The last of this season's City Music Society lunchtime concerts—the 1,105th since the series began in 1943—was given on Tuesday by Peter Donohoe. This young English pianist came to notice when he won prizes in the Liszt competitions in Hungary and Britain in 1976: and it was with Liszt that he opened his recital—a powerful and scrupulously observant account of the first Mephisto Waltz, wound up to a splendid pitch of tension (if he had taken still more time over the *tutta forsa* climax, the bass octaves might have exploded, as they can, like keyboard grenades).

Donohoe continued with a very beautiful performance, clean and clear and warmly coloured, of Berg's op. 1 sonata: and a sturdy, thoughtful account of Schubert's *Wanderer* Fantasy. He cleverly pulled the punches in the earlier pages of the Fantasy's finale so as not to pre-empt the climax: and elsewhere, too, there was a strong sense of continuity and line.

Much of the finer detail could have come across still more keenly on a brighter piano. The recent reconditioning of the City Music Society's old Steinway, which used to belong to Myra Hess, has considerably improved the sound—but it is still far from ideal. The sonority still lacks any kind of brightness: the treble is patchy, the middle and bass lumpy and thin. Even in these days of recession, can there really not be a dozen City companies who would willingly donate the relatively small amount of money that would enable their own local Music Society—which is also one of London's most distinguished and enterprising concert organisations—to purchase a good concert piano at last?

UK ECONOMIC INDICATORS

ECONOMIC ACTIVITY—Indices of industrial production, manufacturing output (1975=100); engineering orders (1975=100); retail sales volume (1976=100), retail sales value (1976=100); registered unemployment (excluding school leavers) and unfilled vacancies (000s). All seasonally adjusted.

	Indl. prod.	Mfg. output	Eng. order	Retail vol.	Retail value*	Unemployed	Vacs.
1979							
3rd qtr.	112.7	103.2	101	106.6	149.6	1,269	247
4th qtr.	112.6	104.2	101	109.1	185.9	1,286	230
1980							
1st qtr.	109.9	100.1	100	110.2	158.6	1,379	193
2nd qtr.	106.6	96.8	98	109.2	164.3	1,498	159
3rd qtr.	102.9	93.2	84	108.9	170.3	1,699	120
4th qtr.	100.4	89.1	79	109.0	205.2	2,020	98
June	106.6	96.3	108	109.5	167.1	1,542	145
July	105.1	95.2	88	108.5	172.8	1,609	128
Aug.	102.5	93.0	89	109.6	157.6	1,697	120
Sept.	101.2	91.4	74	108.5	170.4	1,791	111
Oct.	100.9	90.3	76	109.7	179.1	1,893	100
Nov.	100.7	89.4	83	109.2	192.8	2,030	96
Dec.	99.7	87.8	80	108.4	236.0	2,137	99
1981							
Jan.	98.3	87.1	88	114.0	177.6	2,228	104
Feb.	99.1	87.9		112.9	170.1	2,304	98
March						2,381	97
April						2,446	95

OUTPUT—By market sector; consumer goods, investment goods, intermediate goods (materials and fuels); engineering output, metal manufacture, textiles, leather and clothing (1975=100); housing starts (000s, monthly average).

	Consumer goods	Invst. goods	Intmd. goods	Eng. output	Metal mnfg.	Textile etc.	Housg. starts*
1979							
3rd qtr.	105.5	96.4	132.4	95.0	105.1	100.2	21.0
4th qtr.	105.3	101.1	129.6	99.1	103.4	96.4	19.7
1980							
1st qtr.	104.4	101.0	123.5	98.8	56.4	92.2	13.3
2nd qtr.	98.1	96.2	123.2	93.1	93.9	85.6	15.3
3rd qtr.	96.9	95.0	117.1	91.2	78.1	82.6	125
4th qtr.	94.0	90.1	116.7	85.4	70.3	76.4	10.1
May	97.0	96.0	124.0	93.0	99.0	84.0	16.7
June	98.0	95.0	124.0	93.0	94.0	85.0	16.4
July	99.0	96.0	121.0	93.0	81.0	85.0	13.6
Aug.	97.0	95.0	116.0	91.0	80.0	85.0	10.8
Sept.	95.0	94.0	114.0	89.0	73.0	78.0	13.0
Oct.	95.0	92.0	116.0	87.0	67.0	76.0	11.9
Nov.	94.0	90.0	118.0	85.0	74.0	78.0	11.2
Dec.	93.0	88.0	117.0	83.0	70.0	75.0	7.1
1981							
Jan.	93.0	86.0	115.0	82.0	70.0	77.0	10.5
Feb.	94.0	84.0	118.0	81.0	78.0	78.0	11.9

EXTERNAL TRADE—Indices of export and import volume (1975=100); visible balance; current balance (£m); oil balance (£m); terms of trade (1975=100); exchange reserves.

	Export volume	Import volume	Visible balance	Current balance	Oil balance	Terms trade	Resv. US$bn*
1979							
3rd qtr.	129.9	132.5	−762	−210	−172	106.5	23.18
4th qtr.	129.8	132.6	−775	−579	−152	103.5	22.54
1980							
1st qtr.	133.0	126.9	−388	+ 54	− 95	101.0	24.87
2nd qtr.	126.2	126.2	−320	− 88	− 11	103.4	28.15
3rd qtr.	125.1	118.7	+616	+870	−157	105.5	28.08
4th qtr.	126.5	111.8	+1,269	+1,885	+222	105.6	27.90
June	128.9	124.2	+ 15	+ 81	− 23	103.8	28.17
July	128.6	117.1	+303	+403	+ 98	104.3	28.27
Aug.	123.8	120.5	− 29	+ 72	+ 23	106.0	28.29
Sept.	121.9	114.8	+344	+429	+ 39	105.3	27.64
Oct.	124.5	106.3	+506	+711	+133	105.3	28.03
Nov.	129.4	114.6	+410	+615	+ 54	105.6	28.19
Dec.	125.7	114.5	+353	+559	+ 35	105.1	27.48
1981							
1st qtr.							28.34
Jan.	123.9	101.3	+742	+1,042	+210	106.4	28.39
Feb.	121.7	114.3	+314	+614	+231	105.1	28.43
March							28.21

FINANCIAL—Money supply M1 and sterling M3, bank advances in sterling to the private sector (three months' growth at annual rate); domestic credit expansion (£m); building societies' net inflow; HP, new credit; all seasonally adjusted. Minimum lending rate (end period).

	M1 %	M3 %	Bank advances %	DCE £m	BS inflow	HP lending	MLR %
1979							
3rd qtr.	12.0	11.2	13.2	+3,642	933	1,875	14
4th qtr.	14.4	15.6	22.6	+2,977	839	1,959	14
1980							
1st qtr.	− 4.0	7.2	21.9	+1,725	634	2,049	17
2nd qtr.	− 1.5	10.7	23.3	+3,317	697	1,964	17
3rd qtr.	12.9	39.0	45.2	+6,889	1,090	1,933	16
4th qtr.	6.5	20.7	11.2	+3,494	1,253	1,790	15
June	− 4.9	13.7	28.8	+1,403	206	675	17
July	9.5	36.5	50.8	+3,718	340	663	16
Aug.	11.2	40.8	46.4	+2,139	307	613	16
Sept.	17.5	39.5	38.7	+1,032	443	657	16
Oct.	3.9	23.5	19.3	+1,164	520	629	16
Nov.	6.4	19.3	7.7	+1,446	285	558	14
Dec.	9.3	19.5	7.0	+ 884	448	603	14
1981							
1st qtr.	10.2	10.2	12.4	+2,091	1,081		
Jan.	7.8	13.0	10.1	+ 622	446	618	14
Feb.	13.0	8.6	12.8	+ 577	366	636	14
March	9.9	9.2	14.4	+ 892	269		12

INFLATION—Indices of earnings (Jan. 1976=100); basic materials and fuels, wholesale prices of manufactured products (1975=100); retail prices and food prices (1974=100); FT commodity index (July 1952=100); trade weighted value of sterling (1975=100).

	Earnings*	Basic matls.*	Whsale. mnfg.*	RPI*	Foods*	FT* comdty.	Strlg.
1979							
3rd qtr.	154.2	169.9	176.4	231.1	231.9	301.66	91.3
4th qtr.	161.7	183.9	181.8	237.6	237.2	295.13	88.5
1980							
1st qtr.	167.7	197.2	191.4	248.8	247.5	284.47	93.0
2nd qtr.	178.9	201.3	199.0	263.2	255.9	267.45	94.5
3rd qtr.	188.4	201.9	203.6	268.9	259.3	275.13	96.7
4th qtr.	193.3	203.3	206.1	273.9	260.7	269.25	100.2
June	183.7	201.1	201.0	265.7	275.9	267.45	94.5
July	185.1	201.7	202.7	267.9	259.9	273.57	95.6
Aug.	186.5	201.8	203.5	268.5	259.0	275.38	96.8
Sept.	193.6	202.1	204.6	270.2	259.0	276.44	97.6
Oct.	189.9	201.4	205.3	271.9	259.3	274.65	99.2
Nov.	192.6	203.4	206.2	274.1	260.0	270.56	101.1
Dec.	197.3	205.1	206.7	275.6	262.7	262.53	100.2
1981							
1st qtr.		213.7	212.2			257.79	101.4
Jan.	193.6	209.7	209.9	277.3	266.7	251.88	102.0
Feb.		214.0	212.0	279.8	268.9	259.93	102.6
March		217.4	214.8	284.0	270.6	261.56	99.7

* Not seasonally adjusted.

New York Theatre

Shakespeare—and Randy Newman

by FRANK LIPSIUS

The acrobatic youthfulness of the Acting Company's *Midsummer Night's Dream* may owe something to the famous Peter Brook production in its use of multi-level scaffolding; but its vigorous and playful choreography turned the Public Theatre into a delightful holiday camp for performers and audience alike. Heidi Landesman's well-wrought tubular set with two hemispheres reminiscent of a Da Vinci drawing gives director David Chambers full scope to let Keith David as Oberon and Richard Howard as Puck sit on top of the world watching their delightfully confused machinations of Lynn Chausow as Hermia, Pamela Nyberg as Helena, Casey Biggs as Lysander, and Robert Lovitz as Demetrius. Barely longer than midsummer night itself, the production played only one week-end before it takes up residence this summer at the American Shakespeare Festival in Connecticut.

Having made her mark as director of the films *Hester Street* and *Between the Lines*, Joan Miklin Silver turned to the stage last year with the well-received off-Broadway production of *Album*. A slight comedy about teenagers in the 1960s whose emotions are reflected in the Beatles' and Beach Boys' lyrics they recite, the play caught on as an embodiment of the innocence of those nostalgic times.

Randy Newman's Maybe I'm Doing It Wrong, conceived as well as directed by Ms. Silver, is a variation of the theme. Ms. Silver having chosen four talented actors to turn Newman songs into a theatrical evening. Heidi Landesman has made the Production Company's tiny loft space into a turn-of-the-century Fourth of July setting with bunting-draped gazebo, swing, and picnic ground. Newman's lyrics are already dramatic, with songs like *Political Science* which parodies American attitudes of preferring to blow the world up than dealing with incomprehensible foreigners.

His laconic tunes belie the aggressiveness of the lyrics; so they are perfectly appropriate to sweet duets sung over a picnic, as *Political Science* is done by Patti Perkins and Deborah Rush. Mark Linn Baker puffs murderously on a cigarette as he sings *You Can Leave Your Hat On*, a ditty about a man watching a stripper unsheathe herself. The fourth in the quartet, Treat Williams, is the most all-American-looking of the lot, and adds his nonchalant charm to Ms. Silver's production and Michael S. Roth's musical arrangement and direction.

The Circle in the Square imported director Goran Graffman from Sweden's Royal Dramatic Theatre to do Strindberg's *The Father* in the company's continued commitment to modern classics. Frances Sternhagen is cold-blooded and unrelenting as Laura, while Ralph Waite as her reasonable and refined husband can hardly match her in a contest of wills that should not start out so one-sided.

Worthy as it is, the company's ambition to be a continuing source of productions too rarely attempted in New York is sadly misplaced, and nowhere more evidently than in this effort. The arena-type stage into which the company moved to be near Broadway just does not suit plays set in 19th century sitting rooms, where bits of furniture and carpets hardly convey the stultifying limits represented by the encumbrances of middle-class life against which the protagonists—and playwrights—so manfully struggle. The director has ritualised the change of sets to emphasise the representation of what is missing, but it merely slows down the action, rather than give a sense of modernity shaking the foundations of complacent bourgeois life.

Joined by Jessica Tandy playing her mother, Glenda Jackson brought *Rose* to the Cort Theatre, where the actors and Alan Dosser's direction were highly praised. Andrew Davies' play showed the limitations of its scattershot approach, with the main character disconcertingly addressing the audience for no evident reason other than to give some coherence to the disjointed scenes.

King's Head

Hank Williams—The Show He Never Gave

by ROSALIND CARNE

This prodigious country and western singer/songwriter was the first in a long line of popular idols to meet untimely death. Maynard Collins has devised an imaginary concert on the eve of the fatal car accident of January 1, 1953. Hank, aged 29, was already well on his way to drink and drug-induced oblivion, and the dark shadow of addiction, loneliness and despair gives a tinge of dramatic significance to a predominantly musical entertainment.

Carl Chase is deliciously mean as the sneering, drawling, yodelling songster. His five man band "The Drifting Cowboys" give well-rehearsed support, instrumental, moral and physical. There is plenty of virtuoso playing, notably from Patrick Collins, fingers flying, as fiddler Jerry Rivers. It is root-tootin', foot-stompin' stuff, interspersed with crooning, self-indulgent blu-u-ues ("Your cold, cold heart," "Lovesick blues," "So lonesome I could cry"). Almost all the songs have been recorded since by other stars, Elvis, Ray Charles, Janis Joplin, Emmylou Harris, and their comfortable familiarity has a strong appeal, however mawkish the message.

This is racist, white, southern America; the land of apple pie, the good Lord and "purty Billy Jean". Hank's impromptu hell and damnation sermon is the core of the evening, and gives Carl Chase a chance to demonstrate the breadth of his acting talents. Musical arrangements are by Terry Canning who also directed the show, together with Ken Campbell. It was first performed at the Everyman Theatre, Liverpool.

Leonard Burt

Carl Chase

*

Age and youth unravel their fragile dreams in *Saving Grace* by Ellen Fox, an intimate and touching lunchtime duet at the Soho Poly. Rose, an elderly Jewish emigrée finds renewed hope in the lines of Grace's teenage palm. Her own thwarted fantasies live again, as she pores over the talented young girl's charcoal sketches.

Sparing, imagistic dialogue, with a fine Yiddisher lilt, evokes a mood which is nostalgic but never maudlin, and there is nothing hackneyed in this treatment of a well-worn theme.

Doreen Mantle gives a strong performance as Rose: her accent is confusing, but her rhythms are perfect. Shan Stevens is less convincing as Grace, suitably tentative at first, but somewhat shrill in her frenzy at the denouement.

Festival Hall

RPO/Temirkanov

by PAUL DRIVER

Yuri Temirkanov, the Principal Guest Conductor of the Royal Philharmonic, is making two appearances with his orchestra this week. Both his programmes are substantially Russian in content, for neither has he chosen a particularly exceptionable repertoire—though on Tuesday the combination of Haydn's *Drum Roll* Symphony, Shostakovich's first cello concerto and excerpts from Prokofiev's *Romeo and Juliet* ballet proved an odder and more fruitful aural experience than it might have seemed.

The Haydn for once was accorded full status and not just thrown off as the opener. A big, ambitious structure, it received a big, showy performance, by a large band: spiritedness, biting attack and breadth of gesture served it well throughout, though the last degree of stylishness were missing (for instance the violin solo in the Andante was under-projected). Temirkanov's conducting style attracts immediate attention: bâton-less for most of the concert, though not for one reason in the first movement of the Shostakovich, he tended to use mimetic flicks of the wrist rather than give a beat. His presence is a forceful but somewhat dandyish one—occasionally he exhibited a three-quarter face to the audience as if about to conduct them.

Julian Lloyd Webber stepped in for the indisposed Natalia Gutman (who was to have made her London debut) and produced much of what the Shostakovich concerto requires in the way of desolate agility and melancholy tone. He was impressively in command of the difficult (and original in conception) cadenza third-movement. If the performance was not unduly memorable, most of the blame is the composer's. It is certainly a marvel how in the first movement Shostakovich shakes out a few little scraps of material and somehow a discourse emerges (clinched, like the slow movement's progress, by further drum-rolls). But the compositional brilliance does not always compensate for the unattractiveness and emotional repetitiveness of the music in itself: we may be simply disinclined to accept his strident discontents.

A devastatingly athletic and poised account of *Romeo and Juliet*—much stylishness here, and a fine violin solo, though some flagrant miscounting in the second violins during the electrifying "Death of Tybalt" finale—left one with a richer and positive acceptance of the Russian tradition. It is Prokofiev's best score (dismissing his woe-begone symphonies at a stroke) and the shades of Glinka, Chaikovsky, even Mussorgsy preside willingly over it.

Goose Pimples

By Antony Thorncroft

Warmly welcomed by B. A. Young when it opened at Hampstead last month, *Goose Pimples* has transferred to the Garrick with the same cast. It is another Mike Leigh exploration of the mores of the lower middle classes of Dollis Hill, very much in the tradition of his previous success *Abigail's Party*. It is also just as funny.

Jackie, a good natured croupier, takes a bemused Arab back to the flat she platonically shares with car salesman Vincent for a friendly drink. He mistakes her intentions and suitably farcical goings on inevitably follow when Vincent returns with two friends. The only complaint at Hampstead was that it was perhaps ten minutes too long to sustain the permanent fever pitch. It has now been cut so anyone who does not mind laughing at the misfortunes of others should enjoy it. But, by the end, all the characters — admirably played by Anthony Sher, Jim Broadbent, Marion Bailey and Paul Jesson—come out as basically decent people so the final feeling is one of optimism.

Elizabeth Hall

Tuckwell at 50

by ANDREW CLEMENTS

Barry Tuckwell was 50 on Tuesday. In terms of celebrity and popularity he must be accounted the world's foremost horn player. However much one might yearn for that distant time when the undisputed holder of that distinction could still remain principal horn of the Philharmonia Orchestra, nowadays the virtuoso, whatever his instrument, must display his talents in a wider, brighter spotlight.

For his celebration charity concert on Tuesday night, Mr. Tuckwell was surrounded by luminaries: Ashkenazy and Richard Rodney Bennett, Sheila Armstrong and the Gabrieli Quartet, the Tuckwell Wind Quintet and sundry other first-class players. Mr. Tuckwell played a wide range of music, beginning with a short commissioned piece by Malcolm Williamson — *The Huntsman Awaits the Dawn*, a medley of 16th-century horn calls for natural horn and strings—and ending with Richard Rodney Bennett's arrangements of songs by Jerome Kern. He demonstrated a good deal of flawless technique—runs so evenly purled off, wide leaps bit firm and true, a legato quite without visible seams.

Somewhere along the road to fame, however, the polish on Mr. Tuckwell's musicianship has hardened into the brightest of shines. The horn repertory, for chamber concerts especially, is not large and it must be difficult to sustain fresh interpretations in a constant barrage of solo appearances. In Schumann's *Adagio and Allegro*, all of Ashkenazy's gentle prodding did not produce a properly scaled performance; the delivery was imperious and totally secure, but somehow wrong. With members of the Gabrieli Quartet and Kenneth Essex as second viola Mozart's Horn Quintet in E flat K.407 was more civilised. Mr. Tuckwell finding his most satiny tone, but still the sense of the horn as just that bit more than *primus inter pares* remained.

In the second half, however, artist and music came much more into exact proportion. Bennett's horn sonata was written for Tuckwell, and exploits his most stirring declamations, blameless atonality has here produced a useful display piece. The eponymous Wind Quintet delivered a sharp, lively account of Ligeti Six Bagatelles for the wind quintet: early "prehistoric" Ligeti, as the composer would describe them, but the work for wind players that Bartok should have written but didn't.

FINANCIAL TIMES
BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY
Telegrams: Finantimo, London PS4. Telex: 8954871
Telephone: 01-248 8000

Thursday April 30 1981

Self-regulation after St. Piran

THE SAINT PIRAN affair is not big enough to cause fundamental damage to the City of London's self-regulatory bodies. But the issues which it has raised are serious, and need to be tackled with some vigour *now that the takeover bid for* the company which has caused all the fuss looks like succeeding.

Any system of self-regulation depends on all the players knowing the rules and wanting *to stay in the game. The London* Takeover Panel has achieved a broad measure of success mainly because it can exert great pressure on the relatively small group of City intermediaries which handles most bids. These banks and brokers are not willing to jeopardise their future business to please a particular client, and they also have a vested interest in making self-regulation work. Only on rare occasions these days does the Panel have to show its teeth.

An example

Every once in a while, however it comes across somebody for whom the normal rules do *not apply. A particular problem* arises when a company—in the panel's view—incurs the liability to make a bid at a price which it cannot or will not fulfil. The long saga of Ashbourne Investments was a classic example of this, and so is Saint Piran.

In April 1980, the panel found that Mr. James Raper, a former chairman of Saint Piran, had together with associated parties incurred an obligation to bid for the whole of Saint Piran by reason of their accumulation of shares in the company. The bid was to be at 85p per share, the highest price paid. Mr. Raper denied that the buyers had been acting in concert; no bid was forthcoming; and the shares were suspended by the Stock Exchange. The panel said that Mr. Raper was unfit to be a director of a public company, and the Stock Exchange told its members not to do business with him without prior consent.

This pressure, which is about as heavy as these bodies can impose on someone who is not actively involved in the City, may well have played some part *in bringing forward the bid* which has finally emerged from Mr. Raper's camp. The trouble is that although the price does not actually look outrageous, it is, at 60p a share, a fair way short of the panel's requirement of 85p per share. Its chances of success have probably been increased by the fact that the shares are still suspended. At least it offers shareholders one way out of the door.

It is hard to think of any *obvious way in which the self* regulatory system could have been improved to produce a much better outcome for shareholders. But what about the statutory authorities?

In 1979 the Department of Trade ordered an inquiry into the affairs of Saint Piran and its inspectors' report has recently been published. The issues which this raises are wider than those tackled by the Takeover Panel and concern the standards of behaviour which can reasonably be expected, from the management of a listed company.

Among other things, the inspectors allege that Mr. Raper had a cavalier attitude towards companies over which he held effective control; that a circular sent by Saint Piran to its shareholders contained serious inaccuracies; that the company may have infringed the law in Australia in three areas: that one of Mr. Raper's companies has a management agreement which enables it to control Saint Piran's Far East assets at a substantial fee.

Minister's powers

The inspectors suggested that the Minister should consider using his powers to petition the Court to wind up the company and give shareholders a direct interest in its underlying investments. There are outside shareholders in Saint Piran's UK subsidiaries, so Mr. Raper's interest would have been diluted by such a move. And, it seems, there was a real chance that an outside bidder might then have been tempted to make an independent offer for these assets.

However Mr. John Biffen, the Trade Minister, decided not to use his powers—an unpopular decision in the City. The liaison between the Department of Trade and the City authorities appears not to have been close enough. As for the powers vested in the Department of Trade, if they are not to be used in this case, are they worth having?

Meanwhile the future plans for Saint Piran include acquisitions in the UK. If that involves an attempt to acquire a listed company, it will be up *to the panel to intervene.*

The price of petrol

THE REBELLION by Conservative backbenchers against the increases in petrol duty announced in the Budget reaches its climax today. This modning the Cabinet will decide whether to roll back some of the 20p per gallon increases in both petrol and diesel prices imposed by the Chancellor. If there is not at least a symbolic concession to the predominantly rural backbench protesters, the Gov*ernment coulld face a defeat* over one or other of the amendments on fuel duty which have been tabled for the parliamentary debate this evening.

It is just conceivable, though not probable, that the rebels *could cut both petrol and* diesel prices by as much as 10p, leaving a hole of nearly £500m in the Chancellor's fiscal judgment.

The Government's bestresponse to this potentially embarrassing situation would be to insist on the full increase in petrol duty, but to admit that it made a mistake on diesel prices. Higher petrol prices are fully justifiable on grounds of energy conservation. They will hurt the low paid far less than alternative proposals for increasing taxation.

The increase in diesel duty, on the other hand, is a further *damaging* example of the way energy costs have been loaded more heavily on to industrial users in Britain than in most other countries. Britain's diesel prices are very high in comparison with those on the Continent and Britain *is probably the* only major industrial country in which derv is actually more than petrol. In addition to the competitive problems of commerce and industry this pricing has deterred the development of diesel cars by British manufacturers.

A cut in the derv price would not be very expensive and could be readily compensated by other tax increases.

Vacuum in Lebanon

THE SHOOTING down on Tuesday of two Syrian helicopters by Israeli aircraft over Lebanese territory represents serious escalation in the *struggle for control of the* country. The clash has brought dangerously close the possibility of an open confrontation between two regional powers which regard the subjugation of Lebanon, a contiguous territory to both of their own, as essential to their security.

Dependent

Under heavy Syrian assault, the Phalangist forces, which have been *seeking to establish* autonomy for the Christian Maronite community, have been heavily dependent on Israeli aid. In the south, on the border, the militia allied to them and under the command of Major Saad Haddad has been a convenient proxy for keeping the pressure on the Palestinian *guerrillas in the south of* Lebanon. Syria's action did not justify the level of Israel's response which, in turn, has gravely raised tension in the region and has only compounded Lebanon's problems.

Syria has also been cynical and hypocritical in its approach to the problem, as well as being callous in its disregard for human life since it sought a month ago to prevent the Phalangists from consolidating and extending their enclave. Since its intervention in the civil war, its avowed aim has been to keep the Lebanon *united. Underlying President* Assad's strategy, however, has been to assert Syrian control over Lebanon so that it can extend its front against Israel.

For their part, the Phalan*gists have shown scant regard* for the stability and integrity of the Lebanon. Last month their somewhat tactless attempt to incorporate the strategically important town of Zahle provoked Syrian military action and the present crisis.

The U.S. bears a large responsibility for failing in any way to restrain Mr. Menahem Begin's Government. Mr. Begin has evidently been en*couraged to exercise a free* hand in Lebanon by America's unqualified condemnation of the Palestine Liberation Organisation and of Syria's role in Lebanon.

Washington's passivity stems from the failure of the U.S. Administration to formulate a Middle East policy. Sooner or later, it will surely be forced to recognise that the unresolved Palestinian problem is *a major cause of instability not* only in the Lebanon but the region as a whole.

THE POLISH DEBT

A marriage of inconvenience

By Anthony Robinson, East European Correspondent

FEAR, hope and charity are *the hallmarks* of the rescheduling agreement reached between Poland and its 15 *major Western governmental* creditors in Paris earlier this week.

The *year* 1986 has been officially accepted as Poland's *annus mirabilis*—the year which a combination of strict austerity and the as yet embryonic "economic reform" will allow Poland to stop accumulating further foreign debt and start the proces of repayment.

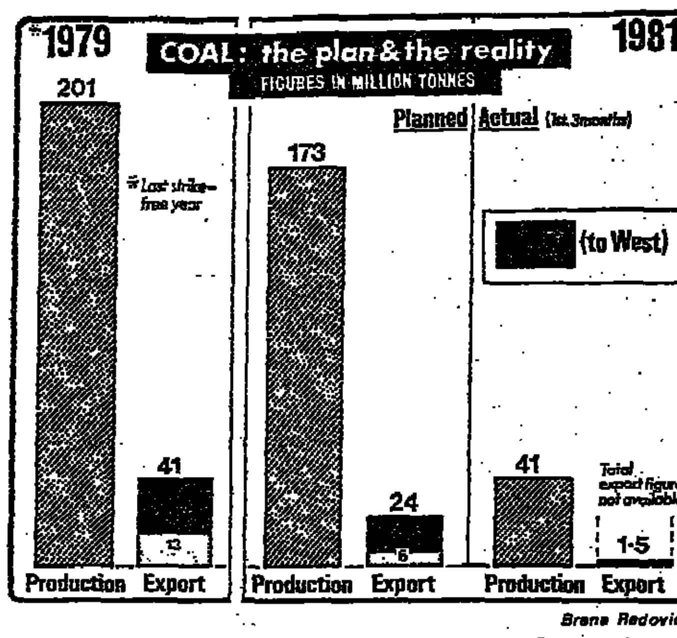
Next week representatives of the 460 Western banks who have contributed around 60 per cent of the $24bn which Poland *now owes to the West will meet* to discuss their re-scheduling tactics in the light of this first step in the process of institutionalising Poland's long term debt management.

However, faith in Poland's ability to start turning itself round by 1986 has been further eroded in recent weeks as *evidence has accumulated that* the decline of the Polish economy has accelerated during the first quarter of this year.

The extent of the deterioration in the real economy is now one of the most serious obstacles *to any quick decision by banks* to match the re-scheduling programme for 1981 already agreed by government creditors.

It inevitably increases the temptation for smaller banks, or those with only a limited *exposure to Poland, to pull out* of the whole operation before they get locked in to what is likely to be a marriage of inconvenience of indefinite duration. Keeping potential defectors from the club in line is now going to take considerable powers of pursuasion.

Among bankers' major concerns is the way in which Poland's exports have nosedived over the first quarter of this year. Exports to the West dropped by 28 per cent over this period while imports fell by 17 per cent. Exports to *Comecon, the Communist bloc* economic group, also declined. But while Poland created considerable problems for its Comecon neighbours by a 17 per cent shortfall in export shipments of coal and other goods, it received considerable assistance from them.



Brana Redovic

Polish miners, shown here in the Silesian coalfied, revolted against shift working which raised output and exports at the expense of their social and religious life. ***Raising output to former levels needs more machinery and voluntary overtime.***

Imports from Comecon countries rose by 19 per cent over the first quarter.

Despite the absence of formal Western contacts with the Soviet Union and despite warnings that the Soviet Union views Poland's debt as Poland's responsibility these figures indicate that Comecon countries, so far at least, are doing their part in helping to bale Poland out.

This fact helped to reassure government representatives in Paris who were also told that the previous three-year limit for the balancing of Comecon countries transferable rouble clearing accounts would be *extended in Poland's case.* Poland will thus be able to sustain a deficit with its Comecon partners for longer than would normally be the case.

It would be surprising, however, if Poland did not come under serious criticism from Comecon and Western customers alike if major export *industries like coal and copper* do not improve their performance rapidly.

Coal output over the first quarter of this year at 41m tons was running at an annual rate of just over 160m tons—a level which barely satisfied home demand and left a mere 1.5m tons for export to the West. In 1979 coal production amounted to 201m tons of which 41m tons *were exported to* provide 16 per cent of Poland's export earnings.

In percentage terms coal and copper output dropped by around 20 per cent over the first quarter while other key indicators like *agricultural* machinery and fertilisers showed falls of 17 and 7 per cent respectively. Average wages on the other hand rose by 23 per cent and labour productivity declined by 8.3 per cent.

Meat output has also declined sharply again and the average 40 per cent increase in farm *product prices and the legalisstion* of the Farmers Solidarity union have come too late to have more than a marginal effect on what is shaping up as no more than an average harvest.

These are the cold official figures which lie behind the food queues, the power blackouts, and the shortages of imported and domestically produced components which ensure that, although strikes are now banned for a two-month period, production still suffers from frequent stoppages which *reverberate throughout* the Polish economy and beyond to its trade partners in Comecon and the West.

There are also the figures which have forced Polish banking negotiators to downgrade *drastically* their 1981 *economic* forecasts twice in as many months on the occasion of their meetings with western creditors.

Bankers are concentrating their attention on Poland just now. But many are aware that other Comecon countries have made similar mistakes. The most *obvious example is* Romania whose economic strategy under President Nicolae Ceausescu mirrors in many ways that pursued so recklessly by Poland's Edward Gierek.

Ironically the Comecon country about which Western bankers feel most relaxed is Hungary, significantly the one *country which continued with* its economic reform programme after the invasion of Czechoslovakia in 1968. And thereby hangs the tale. For the problems now facing Poland, and shared to a greater or lesser extent elsewhere in Comecon, are essentially traceable to the Soviet decision to invade Czechoslovakia in 1968.

This not only crushed the Czech political reform movement. It also stopped in its tracks the demands for wide ranging economic reforms throughout the Comecon bloc—including the Soviet Union itself.

In 1968 the Soviets, backed by *the East Germans and the* then Polish leadership, decided that reform of any kind was just too risky. Instead they opted for a policy of economic as well as political detente with the West.

Their hope was that the import of Western technology financed by Western banks and credit institutes, would enable them to modernise their economies painlessly—and without *risk to the existing structure* of Communist party rule.

This policy of buying off trouble through the help of Western bankers reached its apotheosis in Poland where Mr. Edward Gierek responded to *the demands for reform which* erupted with violence in the Baltic shipyards in 1970 by offering prosperity instead.

Ten years later that policy is in ruins in Poland, and tottering elsewhere in the bloc. The grafting of Western technology onto an unreformed neo-Stalinist political and economic planning system has not worked. *Most of the* fundamental problems remain and are now accompanied by a massive debt problem—plus the energy crisis.

What Western bankers and governments are now being asked to do is help finance the re-orientation of the economy *towards more rational devel*opment of Poland's agricultural, mineral and energy resources within the context of free trade unions, a more democratic political and economic planning system and general austerity. It *will be miraculous if* those reforms achieve a turnround in the economy by 1986.

It is arguable that they still represent a more credible programme than the alternative of default, internal economic collapse and the risk, if not of Soviet tanks, then at the least such a blow to Polish morale *that hope will be extinguished* for a generation.

POLISH TRADE 1981

Three estimates compared (amounts in $m)*

	1	2	3
Exports	9.000	8.200	6.500
Imports	8.500	9.000	7.200
Trade balance	+0.500	—0.800	—0.800
Current account	—1.195	—3.200	—3.000

* The above figures show the drastic downgrading of official Polish forecasts for 1981 given to Western bankers over the last nine months.

1 The estimates prepared by Bank Handlowy in connection with the last $325m loan arranged prior to the Gdansk strikes of August 1980.

2 The revised figures given to bankers on March 5.

3 The figures presented to bankers one month later as the full extent of the decline in economic performance became clear.

The first step on the long road towards recovery

By Peter Montagnon, Euromarkets Correspondent

POLAND'S agreement with 15 *Western governments to re*schedule debt falling due this year hardly represents a miracle cure for its debt ailment, but it does at least bring the patient a major step nearer to the time when it will be ready to leave intensive care.

The whole significance of the agreement can only be seen in the context of a whole series of extraordinarily complicated and tortuous negotiations that began apparently some seven months ago when Poland realised it simply did *not have the means to repay* some $7.5bn owed to the West *in 1981.*

Broadly speaking there have been two main strands to these talks, one involving Western governments who were owed a total of $4.4bn and the other involving Western banks who were owed $3.1bn.

Monday's agreement covers only part of the first strand. Sill unresolved is the attitude of creditor governments such as Brazil, Spain and OPEC countries which were not a party to the Paris talks.

There is also the question of new credits—Poland is asking *for between $2bn and $3bn in* fresh money—that will be *taken up by leading creditor* governments during May.

Totally unresolved as yet is also the question of the money owed to commercial banks about which serious talks began only in March.

These talks have always been strictly separate from those involving the governments. They are also much more complicated, not only because of the number of institutions involved which is believed to be around 460 but because, in the words of one banker, "governments are *only responsible to their tax*payers—we have shareholders *to consider.*"

However, Poland and its 15 main Western creditor governments hope that in agreeing to a rescheduldlng of $2.6bn falling due this year, they have established a basic formula that all the other parties can follow in setting up their own, separate agreements.

There seems to be little doubt that the other creditor governments will quietly follow suit. The banks will probably do the same, but not without considerable grumbling.

For them a rescheduldlng *agreement means tying up* money with a bad-risk debtor that could be profitably deployed elsewhere.

Already on Tuesday some bankers were complaining that the governments had been too soft on Poland, by agreeing to reschedule 90 per cent of the debt falling due and by refinancing interest payments.

However, sources close to the talks said yesterday that 90 per cent of the debt had been rescheduled instead of the more normal 70 per cent because Poland is *not* a member of the International *Monetary Fund.* Unlike other crisis nations it does not have access to additional finance from that source.

It is also understood that no agreement has yet been reached on the duration of the interest waiver.

What is clear is that the banks for their part will still expect interest to be paid on their loans even if they are rescheduled. It is also unlikely that they will reschedule the full $3.1bn owed them by Poland this year, if only because they have already been *repaid some $800m.*

MEN AND MATTERS

The Clapham omnibus

Former CBI president Sir Michael Clapham ends a 43-year career with ICI tonight, rounding things off with two extra unpaid days on the company books after retiring earlier this week as chairman of Imperial Metal Industries.

It was on May 1, 1938, that Clapham first entered *the massive* iron gates at Witton to manage the Kynoch Press "with a warning from the director who had engaged me that this splendid job was an absolute dead end." Educated in the classics and printing at Cambridge, Clapham was told there were "no possible avenues of promotion for a man so lacking in the technical and professional qualifications" needed for ICI's mainstream business.

"Providence," says Clapham, "is an inveterate joker." War came, he "accidentally invented" *an isotope diffusion barrier*, and was seconded to the British atom bomb team. He returned to ICI *in 1944 as personnel* manager—and moved steadily up the ladder as "a globe-trotting pseudo-chemist and later, even more improbably, as a banker."

Despite the modestly *humorous self-debunking* — *his* only economics, he says, comes from the fact that "I drank tea with Marshall and brandy with Keynes" — Clapham provided much of the ICI Board's intellectual stimulus during his *13 years as a director and six* years as a deputy chairman. He drafted the company's first overseas investment policy.

Clapham returned to Witton as IMI chairman after retiring from the ICI Board in 1974, a *year which* also marked the end of his two years' liberal leadership of the CBI.

At the age of 69, he will sever the rest of his business ties—he is a director of both Lloyds and Grindlays banks — later this *year* and *head for* his 44 ft ketch in the Mediterranean to round off another ambition. "By *the end of the year, I will have* made every anchorage in Greece and the Greek islands," he promises.

"The Chancellor could solve all his problems by putting Hansard up for auction."

Marathon man

Marathon-runner Jim Raper, who has won control of mining and property company St. Piran, stopped to talk to the press for two hours yesterday. Domiciled in Switzerland the 53-year-old financier has been criticised by both the Department of Trade and the City Takover Panel for *the role he played in St. Piran's* affairs as chairman of Gasco Investments. He says he has "led a blameless life" and is keen to become an acceptable face in the City.

Raper shrugs off his tussles with the City watchdogs as "bad luck" and even praises the department's recent report as "good and fair" despite "some mistakes."

He is less charitable towards the Takeover Panel which he claims mistakenly ruled a year ago that Gasco and other par*ties held 37 per cent of St.* Piran, although he admits to influencing the company's affairs.

But Raper's criticisms were topped yesterday by those of Tom Scrase, the stock broker *and lawyer who opposed him.* The panel, he says, is "a toothless old hag" for failing to stop Raper's bid.

French leave

Diners at the House of Commons did not take too kindly to being offered fricadillo de veau by the Commons kitchen staff. For a start some of them did not know what it was. One lobby correspondent mistook it for beef stew, and for others, coming soon after potage coq à leekie, it was one more example of unacceptable Franglais on the parliamentary menu.

Under the influence of the fricadillo, MPs including anti-Marketeer, Ian Mikardo, urged Charles Irving, catering committee chairman, to delete all French descriptions from the menu. From today consommé, for example, will be clear soup and rather surprisingly. French fried potatoes—surely three *solid enough Anglo-Saxon words* —will be referred to as chips.

However, Irving assures me *that when foreign guests are in*vited to dine the menu will be printed in both English and their native tongue. "That way" he says, "everyone will know what they are eating."

Selling short

Stockbrokers who bang the drum inevitably raise the eyebrows of more publicity shy rivals. There are thus likely to be a few Throgmorton Street twitches at the news that Capel-Cure Myers has decided to commit a further £100,000 to its controversial Moneycare campaign, which since October 1979, according to the firm, has led to more than 7,000 enquiries and £25m of new private client *money under management.* Capel-Cure's advertising theme in the next few weeks is Jonathan Swift's Gulliver, the "benign giant" whose job is to show that despite its size the firm "cares about people as in*dividuals and is approachable.*"

No doubt CCM feels that those who mock their style are Lilliputian-minded and, in a somewhat sensitive sideswipe, observes: "In spite of the fact that some of our competitors *are still firmly convinced that* the original Moneycare campaign was a flop, we know it was quite the reverse."

One of those competitors was at it again last night, calmly pointing out that thanks to "the *old fashioned net of personal* recommendations and without any advertising" his firm had taken on "considerably more" than £25m of new money in the last 18 months.

Acid drop

The cost of the Royal Wedding holiday will not become a "contentious issue" in the chemical industry's pay talks, David Warburton, national organiser for the General and Municipal Workers Union, assures me after reading my report yesterday. "I am not going to have the future King of England brought into *our wage negotiations,*" *he says* flatly.

According to Warburton, who will be seeing Prince Charles in a fortnight's time at a meeting of the Commonwealth Development Corporation, the Chemical Industries Association has been rather shyer, anyway, about making a point of the cost of the *July nuptials to the unions than* to the Press.

Alarm call

Overheard in a Midlands factory: "Who needs fire drills? The shop stewards can get them all out in two minutes flat."

Observer

ECONOMIC VIEWPOINT

The spectre of jobless prosperity

THERE IS a danger that the hair-splitting arguments between the Treasury and the Confederation of British Industry about whether the economy has levelled off or is actually recovering will divert attention from far more important issues.

The economic indicators suggest to me that not only is output recovering, but that it is growing a good deal faster than *at the snail's pace predicted by* the Treasury at the time of the Budget. Moreover, the recovery is being accompanied by just that productivity upsurge and attack on overmanning, *the need for which has been* preached in vain for 30 years.

The one element that is not turning upwards is the demand for labour. Some time ago the Americans coined the phrase "profitless prosperity"; the approprite one for Britain now is "jobless prosperity."

One main difference between the CBI and the Treasury is that the CBI takes the answers *to its questions more nearly at their face value.* The Treasury on the other hand reats them as indicators to be compared with their value in earlier periods.

Another reason for the discrepancy between the Government and CBI view of the economy is that the CBI survey is biased towards manufacturing industry, which has been hit far harder than the economy as a whole. In the last recession the fall in GDP between its peak in 1973 and its trough in the third quarter of 1975 was nearly 4 per cent. In the recent recession the fall has been somewhat greater: an estimated drop of nearly 6 per cent between the peak in the second quarter of 1979 and the average of the two quarters up to March 1981. For manufacturing industry alone, however, the drop was a little over 9 per cent in the 1975 recession but nearly 19 per cent *in the 1979-81 decline*, a contrast so great that the word "sensational" can for once be accurately applied.

Even in the last cycle the lag between the turnround in the economy and the turnround in the jobs market was extremely long. According to the Central Statistical Office indicators, the recession low point was reached in August 1975, the low point in vacancies was reached half a year later in the first quarter of 1976: and while the unemployment peak was not reached until the final quarter of 1977, that is 2¼ years after the bottom of the recession.

This time round, vacancies are still on a gradual downward trend. The CBI survey shows no prospect of a turnround yet, with a balance of 54 per cent of respondents expecting to reduce the numbers employed over those expecting to increase them. The only favourable indicators are that the fall in overtime and rise in short-time are now ending.

The way in which unemployment occurs is very far removed from the drying-up of all jobs opportunities of popular imagination. The publicity attaching to the monthly count gives the idea of a stagnant pool of 2½m individuals with no chance of finding a job. In fact, every month large numbers of people both enter and leave the unemployment register.

The number leaving the register, mostly for new jobs, has varied very little in the range of 250,000 to 300,000, despite the sharp rise in unemployment. Many people, of course, go straight to new jobs without registering as unemployed and the total number of engagements is estimated by the Manpower Services Commission (MSC) at over 7m a year*. The increase in unemployment has come about because more *people are joining the register*, at a rate of about 360,000 a month at the end of 1980.

If unemployment eventually stabilises at between 2m and 3m, as seven of the eight forecasters cited by the MSC expect, the lines showing inflows to, and outflows from, the register will converge. Higher unemployment will make itself felt for most of those affected in a longer interval between jobs, with all the accompanying anxieties.

To look at unemployment in flow terms in no way belittles the problem.

In the mid-1960s about half the people who became unemployed left the register within a fortnight, which was thus the "median" length of time out of work. By the mid-1970s the median had gone up to about a month. There are no up-to-date estimates, but the best guess is that it may have risen to about three or four months.

The jobless aspects of the *forthcoming boom are due to a* combination of severe structural change and an ossified labour market. The British economy has had to adjust to:

- the sharp increase in energy prices which has made many processes and products obsolescent.
- the drift in the most efficient location of many traditional manufacturing industries to the newly industrialising countries
- the effects of North Sea oil in crowding-out non-oil exports
- the long-delayed attack on overmanning, and
- the rapid reduction in inflation.

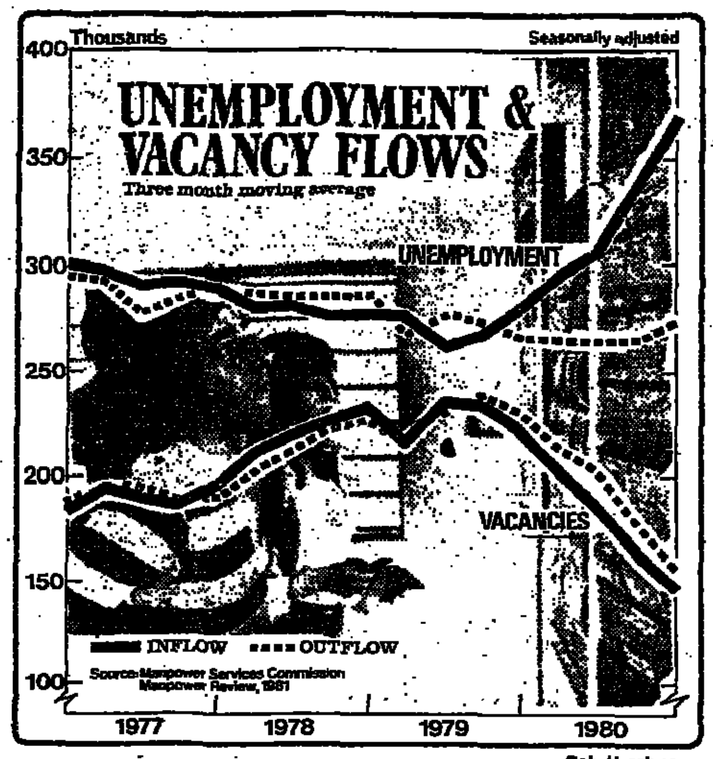
The first two are common to other industrial countries, the last three unique to Britain. They have combined to produce a very heavy manpower loss in manufacturing industry.

If the productivity breakthrough is maintained, the Treasury's assumption in the Budget Red Book of output growth averaging only ½ per cent over 1980 to 1983 will have to be revised upwards quite a lot. The growth rate will have to increase merely to stabilise unemployment at the 2¾m level (seasonally-adjusted, adults) officially forecast for 1982 and 1983, let alone to bring it down.

Does this mean that "monetary demand" needs to be expanded as Prof. James Meade argues. Phrased in this way (which is different to that of most other critics of Government strategy) the issue is one of numbers, not principle. Total monetary demand is now rising by about 10 per cent a year and the Medium *Term Financial Strategy implies* a deceleration to about 8 per cent in 1983.

Prof. Meade would make his *proposed increase in monetary* demand conditional on the "Labour Party and organised labour" agreeing to effective arrangements to ensure that the increase goes into extra output and employment and not into higher wages and prices. But, if such a deal were possible, would not demand growth at 8 to 10 per cent a year be sufficient to restore employment?

Without the guarantee for which Meade is asking, an injection of extra demand would be self-defeating and inflationary; with it, the increase would be unnecessary and the produc*tivity breakthrough* could make itself felt in lower inflation—say 3 per cent by 1983 compared with the official forecast of 6 per cent.



Bob Hutchison

In reality, there is no such thing as "the Labour Party and organised labour" which could deliver such a bargain, as Mr. Callaghan discovered to his cost. The mere attempt to negotiate it would lead (and has led) to measures destructive of employment, wealth, personal freedom, or all three.

Implicit in the Meade suggestion is the truth that the demand for labour is not fixed either by technology or by the Chancellor of the Exchequer. It depends crucially on the price of labour, that is, wages: both the general level and relativities between different kinds of workers. The sharp increase in unemployment is hardly surprising, considering that the earnings index rose by 15¼ per cent in 1979 and 20½ per cent in 1980 at a time when the pound was rising sharply and earnings in other countries were rising by smaller amounts.

According to the new specially adjusted earnings index, published in today's Department of Employment Gazette, earnings are now rising at annualised rate of 9 to 10 per cent—and I would guess *by several per*centage points less in manufacturing industry.

Taking into account productivity improvements, British competitiveness is now improving at any given exchange rate. But the earnings deceleration will have to go a great deal further to price people into jobs and relativities will have to reflect market forces much more closely.

Unions are in business to enforce labour market monopoly for the benefit of the majority of their members who remain in work. They cannot be expected to take the initiative in introducing an employment-promoting level pattern of wages. And they are the last people in the world to be taken seriously when they protest against the high unemployment which they have had such a large role in creating.

Union pressures have priced people out of work, not only in particular industries, but in particular categories. One of the worst examples is the insistence on young people being paid the full adult wage, irrespective of productive performance. An OECD Report† attributed the low level of youth employment in Germany compared with other countries not only to the apprentice system, but to the fact that wage levels of new entrants are "adjusted to their productive capacity." Denmark has a German-type apprenticeship system, but the rate of youth unemployment there soars *suddenly* at the age of 18 when a minimum wage corresponding to two-thirds of average manual earnings becomes obligatory.

More generally, union pressures lead to workers being priced out of the more heavily unionised sectors and being crowded into other sectors, where the level of wages is forced down towards the social security minimum. This unionisation effect is estimated by the Liverpool model (Lloyds Bank Review, April 1981) to raise unemployment by up to 3 per cent or nearly ¾m people. The wages council system, which *has just been reaffirmed*, works in the same direction. Sir Harold Wilson must have been in a particularly Orwellian mood when he re-chistened the old Ministry of Labour "Department of Employment." He must surely have meant "Department of Unemployment" in view of the Department's proverbial support for union monopoly and wage rigging of every kind.

Market distortions with which we could live in normal times cause particular damage in periods when rapid change is required. The MSC points out that only 1 per cent of the working population moves house for job or training reasons each year. Such movement has been heavily discouraged by rent controls, which led to the disappearance of one-third of privately rented units in the last decade.

Wages can be too low, as well as too high, to clear the market. *Wherever employers* are prevented from paying more for people of special skills or in special regions, labour shortages will co-exist with unemployment elsewhere. The MSC *talks about skill shortages* developing in the upturn, even while employment generally is depressed.

My own guess is that, in the competitive private sector, wages will gradually adjust towards market-clearing levels, despite union obstacles. It is in the public sector that the religion of uniform grades prevails most strongly and where it is impossible to vary pay in accordance with regional or occupational variations in supply and demand. It is also the area where monopoly employers an dmonopoly unions confront each other, with the Exchequer *as banker of last resort.*

If the public sector industries, responsible for a third of total employment, could be broken up—whether by denationalisation, devolution, local workers' control or any other method—the worst distortions in the labour market would be removed. It looks as if the Labour Party is too tied to the unions and the Conservatives too guilt-ridden to tackle this nexus of problems; and the torch may have to pass to the Social Democrats. Let us hope they do not find it too hot to hold.

** Manpower Services Commission. Manpower Review. 1981 SO. † Youth Employment, OECD. Observer, SO, March, 1981.*

Samuel Brittan

Letters to the Editor

Civil service pay

From the Secretary General, Council of Civil Service Unions

Sir, — Your correspondent, J. H. Pogmore (April 28) is concerned that comparisons of median earnings in the civil service and outside are "never quoted, either by the unions or *by the media*." Please allow me to remedy the omission.

In the non-industrial civil service, median gross pay at October 1, 1980, was £4,850. For all sectors (men aged 21 and *over, women 18 and over*) median earnings at October 1, 1980, were running at £6,218 per year. This figure is drawn from the new earnings survey at April 1, 1980, uprated by the Depart*ment of Employment* earnings index to October 1.

This comparison of medians shows the civil service to be 28 per cent behind at October 1, 1980. Armed with this addi*tional statistic*, I trust that we can rely on Mr. Pogmore's support for our campaign to bring the Government to the negotiating table to discuss our 15 per cent claim for this year and a *future ordered* and agreed pay system.

W. L. Kendall,
19, Rochester Row, SW1.

Rational approach

From Mr. D. Andrews

Sir. — *In the recent* correspondence on immigration Mr. Paulus (April 25) states that what is needed is "a change in attitudes so that we accept those minorities we originally *invited here as full and equal* partners of our society."

Laying aside the fact that I for one never invited anybody and heartily wish that those who did the inviting on my behalf had had the decency to consult me beforehand. Mr. Paulus is saying the same thing that every well - meaning apologist for immigration has said before him, i.e. that we should organise our society in accordance with the way people ought to behave. A more rational approach would surely be to organise it in accordance with the way people do behave.

Dennis Andrews.
*113 The Walk,
Potters Bar, Herts.*

An untapped reservoir

From the Joint Managing Director, Charles Barker Lyons

Sir, — John Chittock (April 28) puts his finger exactly on the dilemma *facing many companies wanting to communicate* their results to employees. How can you tell people working in the business how it's doing if you don't give them financial information, but financial information is seen as *boring*, incomprehensible and irrelevant? Employees want to know about the information covered by the corporate plan rather than by the report and accounts. In other words they identify with the business of which they are a vital part. Most employees have a good basic grasp of what profit is and they endorse wholeheartedly the profit concept.

There is no need to convert employees to belief in profit. There is no need to explain the finer details of the balance *sheet. The vast majority of* your employees is already with you. What they want to know is where the business is going, why it needs to go that way and what they can do. A *properly planned and managed* programme of regular meetings, possibly supported by videos, publications and posters, can achieve really dramatic results. There is a great untapped *reservoir of knowledge*, experience and ability waiting to be used in most organisations.

Michael Arnott.
30 Farringdon Street, EC4.

Start-up schemes

From Mr. M. Harvey

Sir,—I have been poised to write to you regarding the Chancellor's business start-up scheme and Davil Wainman's article (April 25) on the subject has spurred me into action. The principle is laudable but the execution is, to put it mildly, unnecessarily complex. The investor is penalised by being denied relief until a complete tax year has elapsed, his repayment will not I believe attract *supplement* and the cal*culation of* the relief will be dependent upon overseas travel, wife's earnings election and the like. *The mind boggles* at the *complexity* of dealing with directors assessed on the earnings basis with multiple source income.

The father wishing to start his son in business is excluded which flies in the face of capital transfer tax legislation encouraging lifetime gifts. The five year "locked in" period is, by today's standards, too long—who can see that clearly ahead in existing business let alone completely new ones?

I have regrettably come to the conclusion that the matter has been made so complex by the Revenue's insistence on drafting the relief as a series of anti-abuse clauses that it would be simpler and easier to list those businesses which can *qualify, the type of person* who can invest and then we should *not* need to plough through what Mr. Wainman has termed 17 pages of gobbledegook. This particular slice of legislation is *a far cry from the Government's* desire to make taxation more simple and to remove, the administrative burden from the small business and its owners.

M. S. Harvey.
*Highfields House,
Highfields, Ashtead, Surrey.*

ICI's staff cuts

From the Divisional Officer, Association of Scientific, Technical and Managerial Staffs—ICI Staff Section Secretary

Sir.—One can only have sympathy with Dr. Scotney's concern (April 27) about the failure of parts of ICI's business strategy. At a time when we are faced with opportunities for expansion based on oil and gas reserves, the unions in ICI are faced with manpower reductions —6,000 last year and the same and more in the next 12 months.

ICI generally blames its failures on over-capacity, *dumping and Government policies* which have allowed high energy costs, high interest rates and a strong pound. This is only part of the answer, as many of the company's international com*petitors have faced similar diffi*culties, yet have survived without the large-scale staff cutbacks that ICI is forcing on us now.

Clearly much of the blame must be accepted by ICI itself. The company does not seem to have grasped the opportunities handed to it through its bulk chemical products base, its foothold in the oil industry and its traditional dominance of the UK chemical industry. Its inability to devise a growth-orientated export-led strategy has resulted in import penetration even in areas where ICI has traditionally been strong.

As the principal white-collar union in the company, we are in a first-class position to monitor the extent of ICI's problems. For over four years now, owing to our concern at ICI's apparent lack of direction, we have been seeking joint company/union discussions on business and investment strategy and the consequent impact on staffing levels. This request has been repeatedly refused. Now ICI is cutting deeply into the very areas *of employment on which* much of the company's future depends—the professional engineers and technologists.

The annual round of pay and conditions negotiations in ICI is now upon us. On behalf of ICI's white-collar staff, we shall once again be requesting involvement in the establishment of joint business affairs committees so that the wealth of knowledge that does exist within the company may be put to everyone's use. Regrettably I very much fear that ICI will tell us that its highly publicised company-controlled staff consultative committees are more than adequate to take care of these matters—the very same committees that have presided over the company's decline!

In mitigation of my friends in the company, it is perhaps unfair to single out ICI. The rest of the UK chemical industry has not done much better. The real question to be faced is whether or not it is now time to insist not only upon a company strategy but on a national oil and chemical industry stra*tegy aimed at full utilisation* of our great resources for Britain's good.

Roger Ward,
ASTMS-ICI Staff Section.
2/4 Homerton High Street, E9.

It's not worth working

From Mr. P. Mitzman

Sir,—Further to the Saint George's Day Bank Holiday suggestion, the following thoughts occur to me.

Retain Easter at its later date as this year and utilise the additional Bank Holiday, together with the existing holiday at May Day and spring Bank Holiday. Evolution will ensure a shut-down of industry from pre-Easter to end of May.

August, being a traditional holiday period, should be used, as in Europe, as an opportunity to shut down, extending perhaps with school holidays in mind, from early July to mid-September.

The Christmas shut-down will naturally evolve from early December, to ensure sufficient time for decorating and office parties. Similarly in the other direction to the end of January. February and March are slack periods and therefore not worth opening for.

By my reckoning, this leaves June and October to November. A one-month period, however, *seems an uneconomical operat*ing period, therefore goods and services would be produced during October, November only.

It occurs to me, that we are on the threshold of solving all short-time working, converting unemployed time into leisure time and effecting a cure for all our economic ills.

P. D. Mitzman.
*69, Kingsfield Avenue,
North Harrow, Middx.*

Prophets of gloom

From Mr. R. Bury.

Sir,—Without the all-too-frequent utterances of those two prophets of gloom, the director general of the CBI and the general secretary of the TUC, the economic outlook would not only look better, it would probably quickly become better.

Ralph Bury.
*Laneside, Mannings Heath,
West Sussex.*

Profits to be reserved

From Mr. L. Lewis.

Sir,—I have read the interesting article on inflation accounting and how the drawbacks can be overcome (April 23). The simple answer to overcome the drawbacks is to use historical cost accounting. If a business requires profits to be reserved *because of inflation (or any* other reason) it should transfer profits to an appropriately described reserve.

Leonard Lewis.
*2, Ashdene, Highview,
Pinner, Middlesex.*

Motivation and quality

From Mr. A. Holdich.

Sir,—I was surprised to read (April 25) that the efforts made by Ford management to involve employees in improving first time quality was a concept that "cuts across union structures." The TUC in its joint statement with the CBI states that measures should be taken "to avoid the spread of monotonous and unsatisfying work."

Trade unionists seem concerned that management may *succeed in achieving workforce* motivation—this surely cuts across the concept that our mutual need is a successful industrial society?

Anthony V. H. Holdich,
*57, Greenham Wood,
Birch Hill,
Bracknell, Berkshire.*

Today's Events

GENERAL

UK: Mr. Cecil Parkinson, Trade Minister, and Sir Fred Catherwood, are among speakers at Institute of Directors' conference "Unfair competition—the trade barrier of the 1980s?"

Sir Francis Tombs lectures on "Electricity supply—some future challenges," Institution of Electrical Engineers, WC2.

Statement on 1981 Promenade Concerts.

Sir Ronald Gardner-Thorpe, Lord Mayor of London, attends Insurers' Company dinner, Mansion House.

Prince Philip attends Variety Club International Humanitarian Award dinner, Grosvenor House Hotel, W1.

Mr. Roy Hattersley, Opposition Home Affairs spokesman, addresses public meeting, Carshalton.

Boat Show opens at Exhibition Centre, Bristol (to May 4).

Christies auction fine claret and white Bordeaux.

Symposium on furniture conservation, Victoria and Albert Museum, SW7.

Overseas: Italian air-traffic controllers on 24-hour strike.

Prince Charles starts four-day visit to Washington DC and Virginia.

PARLIAMENTARY BUSINESS

House of Commons: Finance Bill, committee.

House of Lords: Animal Health Bill, third reading. Companies (No. 2) Bill, third reading. Debate on report of EEC on environmental assessment of projects.

Select Committees: Defence, on Defence White Paper. Witnesses: Ministry of Defence officials. Room 15, 10 am and 4 pm. Agriculture, on animal welfare in poultry, pig and veal production. Witnesses: Prof. D. Coleman, Mr. D. Burton, Miss F. Turner, Mrs. J. Strak, Mr. T. R. Morris. Room 16, 11 am.

OFFICIAL STATISTICS

Department of Energy publishes energy trends.

COMPANY MEETINGS

Allen Harvey and Ross, 45 Cornhill, EC, 12.30. Beatson Clark, Hallam Tower Hotel, Sheffield, 12.30. Bond Street Fabrics, Great Eastern Hotel, Liverpool Street, EC, 11.30. British Petroleum, Barbican Centre, Silk Street, EC, 11.30. East Lancashire Paper, Thomas Street, Ratcliffe, 11.30. Luis Gordon, Caxton Hall, Caxton Street, SW, 12. Alexander Howden, Great Eastern Hotel, Bishopsgate, EC, 12. M. Mole, 24 St. Albans Road, Watford, Herts., 10. Watmoughs, Low Hall, Calverley Lane, Horsforth, near Leeds, 12. Woodhouse and Rixson, Tapton Hall, Shore Lane, Sheffield, 11.45.

BAT slips £2m but steps up dividend to 19p

DEPRESSED TRADING conditions in the UK and Europe were offset by improved results from North America and Asia for BAT Industries last year, and pre-tax profits eased only slightly to £479m, compared with £481m in 1979.

At mid-year profits were down £8m at £202m, but Mr. Peter Macadam, chairman, said then that he expected full year profits to show a rate of growth greater than that of 1979.

He now points out that although the group has weathered the effects of a strong pound, high interest costs and increased taxation perhaps better than most, it has not been immune to them.

In the current year, however, sterling has so far tended towards a more realistic level, he states. In addition, interest rates have fallen and there are signs that the recession may be levelling out just as many of the major capital investments in the group's UK activities are coming on stream.

Reflecting the Board's continued confidence, the dividend total for the year is increased from 17.5p to 19p net with a final of 6.5p. At the same time, the directors also plan to pay a first interim dividend of 6.5p in respect of 1981.

The surplus last year was struck after a £10m increase in interest charges to £48m, and included a share of associates' profits up from £53m to £60m.

After tax of £217m (£195m) and minorities of £28m (£27m), the attributable surplus was 10 per cent lower at £234m against £259m.

An amount of £95m (£65m) was retained for inflation and, after the £69m (£60m) absorbed by dividends, there was a balance of £70m (£134m).

The group's accounting date was changed to December 31 in 1979 and the comparative figures are restated to cover a 12-month period.

Tobacco is the most consistent of the group's operating sectors, says Mr. Macadam, and growth in many markets more than compensates for a standstill or slight decline in others. Tobacco volumes increased by 2 per cent and value by 14 per cent before sterling translations. Profitability improved significantly in the important U.S. market, he adds.

A divisional breakdown of total group turnover of £7.65bn (£7.23bn) and trading profits of £467m (£466m) shows, in £m: tabacco 4,331 (4,240) turnover and 334 (320) profit; retailing 1,772 (1,724) and 42 (40); paper 709 (672) and 52 (79); packaging and printing 465 (262) and 21 (18); other activities 368 (330) and 18 (9).

The figures for packaging and printing reflect a 50 per cent interest in Mardon Packaging International up to November 1979 and 100 per cent thereafter.

Geographically, turnover and trading profit are broken down thus (in £m): UK 1,757 (1,511) turnover and 2 (11) profit; Europe 1,755 (1,941) and 79 (93); North America 1,871 (1,823) and 220 (196); Latin America 1,495 (1,256) and 79 (86); Asia 425 (379) and 50 (43); Africa 300 (279) and 35 (35); Australasia 42 (39) and 2 (2).

In the U.S., a decline in domestic tobacco volume and market share was offset by increased exports and better margins. Despite near-record tobacco consumption in Germany, the group's market share fell, although profits benefited from a full year of the July 1979 price increase.

In the fiercely competitive UK tobacco market, better margins were offset by the cost of promotional activity, but export volume increased.

Retailing operations in the U.S. fared well, with record profits and turnover from Saks Fifth Avenue and an improvement from Gimbels. In the UK, however, International Stores continued in loss, though with a reduced pre-tax deficit of £2.09m against £3.36m. The Argos catalogue showrooms traded satisfactorily and opened 11 new outlets, bringing the total to 102.

Start-up costs of new plant for Appleton Paper affected papermaking profits in the U.S. In the UK, Wiggins Teape increased its turnover, but margins were reduced and, after the costs of commissioning new plant, pre-tax profits fell from £45.4m to £18.3m.

Printing and packaging margins suffered in the UK, reducing profits already hit by the national strike in April. In Canada, Lawson and Jones turned in record sales and profits.

On a current cost basis, group pre-tax profits are shown as £330m (£371m) after cost of sales £135m (£122m), depreciation £63m (£43m), monetary working capital adjustment £24m (£36m) and gearing adjustment £40m (£31m).

Mr. Peter Macadam chairman of BAT Industries

See Lex, Back Page

House of Fraser on target with £34.4m

House of Fraser, the department stores group which owns Harrods and has been fighting a takeover by Lonrho, reported pre-tax profits of £34.4m for the year ending January 1981. The result, which compares with £37.1m a year earlier, is in line with the forecast made by House of Fraser in February as part of its campaign to resist Lonrho's takeover efforts.

House of Fraser said yesterday that profits achieved in the second half were a record. The group explained that it had been successful in containing operating expenses, particularly in the second six months of 1980.

Very good sales figures had been achieved in the months of December and January. Overall sales for the year increased by 11 per cent to £777m which was another group record.

The figures, the group said, had been achieved despite the depressed state of the retail trade and a sluggish economic background.

Trading profits increased from £44.5m to £46.5m after absorbing higher depreciation charges of £9.6m. Interest charges increased by £4m arising partly from higher interest rates.

The group's tax charge is reduced by £5m principally due to the new method of calculating stock appreciation relief.

Earnings per share of 16.3p before extraordinary items, have increased 8.5 per cent over the year.

The revaluation for existing use of group's properties at January 31 produced a surplus of £188m, so that the net assets per ordinary share now total 305p per share. "This figure contains nothing for the extra value attributable to property development potential. The gross assets employed in House of Fraser amount to £642m," said the group.

Since the year end, planning permission has been granted for the redevelopment of the Barkers of Kensington store. House of Fraser said yesterday "we are active with the sale and redevelopment of other properties."

Several changes have been made recently in the executive management to strengthen both the direction of the regional trading groups and central staff functions.

A final dividend of 4.6p per share has been recommended and the total for the year of 6.6p per share compares with 6p previously.

Extraordinary items of £17.6m this time represent the net gain realised on the sale and leaseback deal of D. H. Evans, Oxford Street, of £18.1m, less £489,000 which was the cost of the extraordinary general meeting requisitioned by Lonrho to consider the transaction.

House of Fraser directors met with the Monopolies and Mergers Commission earlier this week to argue its case over why any takeover by Lonrho should not go ahead. The Commission is not expected to complete its investigations until the end of August.

Professor Roland Smith, group chairman, said that the two Lonrho representatives on the board, who attend meetings on behalf of Mr. Roland "Tiny" Rowland, Lonrho's chief executive, and Lord Duncan-Sandys, Lonrho's chairman, had not raised objections to the redevelopment plans.

Mr. Paul Spicer, a Lonrho director who represents Lord Duncan Sandys on the House of Fraser board, said last night that Lonrho directors had been given no details of future property plans "other than those which had been referred to the board previously. House of Fraser have not advised us of any new developments."

	53 wks. 1980-81 £000	52 wks. 1979-80 £000
Turnover (exc. VAT)	684,430	626,883
Profit	56,075	53,030
Depreciation	9,563	8,479
Trading profit	46,512	44,551
Interest payable	12,219	8,127
Operating profit	34,293	36,424
Associates' share	73	800
Surplus on sale of props. and invests.	1,417	1,412
Allocation to profit-linked share plan		
Profit before tax	34,408	37,147
linked share plan	1,375	1,489
Tax	9,901	14,729
Net profit	24,507	22,418
Extraordinary credit	17,608	—
Available	42,115	22,418
Dividends	9,974	9,004
Retained	32,141	13,414

See Lex, Back Page

Home Charm sales up 20%

THE CURRENT year is going to be another difficult one for Home Charm Group, the DIY stores operator, Mr. H. E. Fogel, chairman and managing director, tells shareholders in his annual statement.

Sales for the first quarter of 1981 have moved up by 20 per cent, but competition continues to be intense. However, the group is well placed and, over the longer term, faces a bright future, he adds.

Pre-tax profits showed their first downturn last year, falling from £2.79m to £1.62m, as reported on April 15.

Bank overdraft reached more than £6m during 1980, but this had been reduced to £1.74m at the balance date. Fixed assets had grown from £7.6m to £13.1m and shareholders' funds stood at £9.46m (£8.28m) at year end.

The group has recently entered into a sale and leaseback operation and obtained mortgage facilities totalling £3.45m which will be used to reduce bank overdrafts and creditors and provide funds to cover the balance of the cost of the new Plymouth store.

UK motor trading losses hit Marshall's Universal

TAXABLE profits of Marshall's Universal plunged from £2.59m to £26,567 for 1980 on increased sales of £57.2m against £53.05m and the board has decided to make a token dividend payment of 0.1p compared with an adjusted 5.84p.

The group, which specialises in the distribution of motor vehicles, accessories and components and paper and board products, had a satisfactory year in East Africa where it holds an exclusive Peugeot franchise.

Its UK subsidiaries suffered in the recession and heavy losses were incurred in the motor vehicle and components sector.

The directors say difficult trading conditions caused some problems in the disposal of showrooms and garages, but the group's planned rundown of motor vehicle trading in the UK is now almost complete.

It now comprises the smallest part of UK turnover, whereas in 1979 it was by far the largest.

Looking to the future, the directors say the group should, on balance, trade profitably in 1981, assisted by any fall in interest rates.

The pre-tax surplus was struck after interest charges of £2.04m (£1.32m) and terminal costs and losses on motor vehicle distribution branches of £683,702 (nil).

Tax took £689,184 (£1.45m) and minority interests were £232,274 (£263,745). There was an exchange loss of £226,548 (£217,103) and an extraordinary deduction of £98,266 (£45,350).

The loss per 25p share emerged at 13.75p, compared with earnings last time of 10.53p.

The directors report that a revaluation of property has produced an increase of £1.79m over book values, boosting reserves from £9.04m to £9.25m.

● comment

Marshall's Universal had already decided to retreat from UK motor dealing when the market—particularly for its Peugeot dealerships—became even nastier than expected. Marshall's has some businesses in the UK which have stayed in profit throughout—BMAC is still selling electrical equipment to British Rail, and the motor spares/accessories sales of MF Comps have kept that subsidiary in the black. But the broad picture after tax is of a £2m loss in the UK balanced by similar profits earned in East Africa. Reserves show a marginal increase, thanks to property revluations, so capital gearing at the year end peaked at 73 per cent. Debt is now falling to a more sustainable level—it was £8.6m at the last count, compared with £9.7m at the year end. Marshall's wounds have been staunched: a recovery may however be delayed by recession in Kenya. The shares gave up 2p, to 58p.

Rexmore dives into losses and raising £0.82m

FABRIC SUPPLIER and distributor Rexmore estimates its attributable loss in the year ended April 3, 1981, was £2.45m, and it is raising £820,000 by way of a rights issue of convertible preference shares.

The directors say that the substantial disposals and the reduction of borrowings following the rights issue will help the company to make a return to profitability in the current year.

The final dividend in respect of 1980-81 has been cut from 3.45p to 0.5p making 1p for the year (4.9p).

The estimated results for 1980-81 show income from continuing operations before interest of £1.1m (£2.46m) and pre-tax losses of £950,000 compared with a profit of £886,000 after interest charges of £1.3m (£1m) and trading losses on discontinued operations amounting to £0.8m (losses of £0.5m).

Tax has been charged at £0.3m (£0.05m) and extraordinary charges amounted to £1.2m (£0.3m), leaving attributable losses of £2.45m (£0.5m). The extraordinary items relate principally to provisions against closure costs of discontinued operations and a fall in the value of investments.

The directors state that the results of the continuing operations have been materially affected by the current economic recession, the impact of the concentration of production facilities, a major stock reduction programme and high interest rates.

The rights issue of 900,000 13 per cent convertible cumulative redeemable preference shares 1991-92 of £1 is on the basis of three preference shares at par for every 34 ordinary 25p shares held on April 3, 1981.

The conversion rate is 10 ordinary shares for every three preference shares held, or 30p per share and the conversion period extends from 1984 to 1991.

The directors of Rexmore and their families, Mr. N. L. Rosenblatt and M & G Investment Management, in respect of certain managed funds, have undertaken to take up their entitlement to 227,847 preference shares, 25.3 per cent of the issue.

The remaining shares have been underwritten by Industrial and Commercial Finance Corporation. Blankstone, Sington and Panmure, Gordon are brokers to the issue. Trading in the preference shares is to begin on May 26 and the final day for acceptances is June 12.

● comment

Rexmore's provisions for closures are much larger than expected and involve closing the PVC sheet distribution business and moving the Winsford narrow fabrics operation to Stockport and the dye house at Blackburn to Stalybridge as well as the announced sale of the polypropylene upholstery business. All the chopping and changing cut deeply into operations and the continuing businesses made only a nominal profit in the second half. However, stocks have been reduced from £9.2m to £5.7m over the year and net borrowings from £5.3m to £4.1m. Shareholders' funds stand at £4.45m before the rights issue. The support of ICFC is reassuring as is the payment of a token final dividend but shareholders may prefer to pass up the rights issue and make up for any dilution at a later time if results improve. At 26p, down 2p yesterday, the market capitalisation on the existing share capital is £2.6m.

Yearling bonds total £18.5m

Yearling bonds totalling £18.5m at 12¾ per cent redeemable on May 5, 1982, have been issued this week by the following local authorities:

Staffordshire CC £2m; Bromley (London Borough of) £1m; Alnwick DC £0.25m; Eastleigh (Borough of) £0.25m; Roxburgh DC £0.5m; Warrington BC £0.25m; Welwyn Hatfield DC £0.5m; Wrekin (The District of The) £0.5m; Amber Valley DC £0.5m; Cumbernauld and Kilsyth DC £0.25m; Mendip DC £0.5m; Newham (London Borough of) £1m; North Shropshire DC £0.5m; Salford (City of) £0.5m; Wellingborough DC £0.25m; Liverpool (City of) £2m; Edinburgh (The City of) DC £1.5m; Lambeth (London Borough of) £0.5m; Allerdale DC £0.25m; Redbridge (London Borough of) £0.5m; Kensington and Chelsea (Royal Borough of) £0.75m; Medina BC £0.5m; Restormel BC £0.5m; Cardiff (City of) £2m; Cynon Valley (Borough of) £0.25m; Warwickshire CC £1m.

DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corresponding div.	Total for year	Total last year
BAT	6.5	July 1	5	19	17.5
BAT 1st int.	6.5	July 1	6	—	19
Blue Circle Inds.	10	June 15	8.7	15	12.5
A. F. Bulgin	0.77†	July 24	0.77	1.35	1.35
J. A. Devenish int.	2.25	July 1	2.25	—	7.5
Foseco Minsep	3.95	July 3	3.76	6.6	6.41
T. C. Harrison	2.03	July 2	2.03	2.95	2.95
House of Fraser	4.6	July 3	4	6.6	6
Jersey Elect.	9	—	8	13	12
Jessel, Toynbee	3.25	June 11	1.75	5	4.63
Marshall's Universal	0.1	July 20	3.04	0.1	5.84*
Minty	7	July 10	6	10	9
Office and Electronic	4.5	July 3	4	7	6.5
Sheffield Brick	1	—	1	1.75	1.75
Shiloh Spinners	Nil	—	1.08	Nil	1.83
Silverminesǂ	2†	June 26	2	3	3
Stone-Platt	Nil	—	Nil	0.1	1.4
Whatman Reeve	1.9	—	1.9	3.5	3.5
W. Williams	Nil	—	0.63	Nil	1.13

Dividends shown pence per share net except where otherwise stated. * Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. ǂ Irish pence throughout.

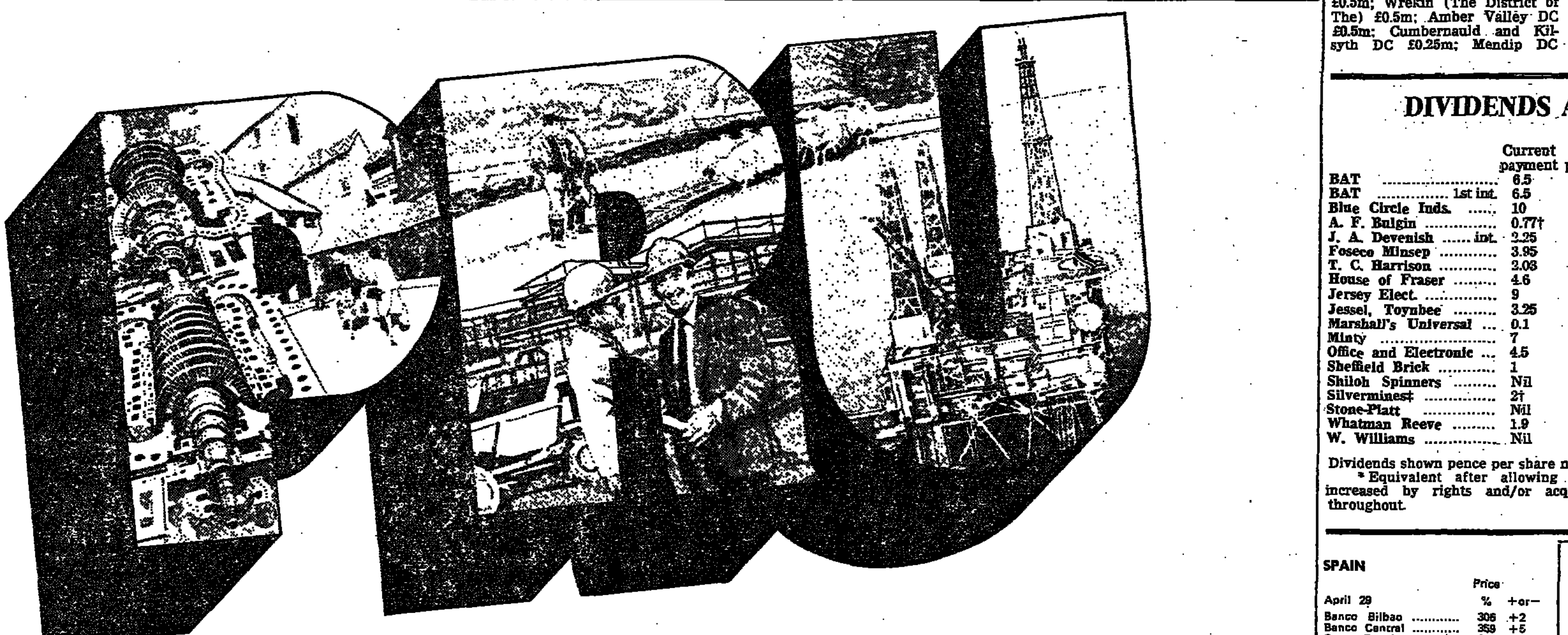
SPAIN

April 29	Price %	+ or −
Banco Bilbao	306	+2
Banco Central	359	+5
Banco Exterior	277	+7
Banco Hispano	315	+4
Banco Ind. Cat.	124	
Banco Santander	338	+4
Banco Urquijo	189	+3
Banco Vizcaya	327	+4
Banco Zaragoza	214	
Dragados	143	+1
Espanola Zinc	75	
Fecsa	64	+1.3
Gal. Preciados	29	+0.5
Hidrola	67.5	+0.8
Iberduero	58	−0.2
Petroleos	103.5	+6.8
Petroliber	88	
Sogefisa	81	
Telefonica	61.2	
Union Elect.	67	+1

CORAL INDEX

Close 579-584 (+8)

1980-81 High	1980-81 Low	Company	Last price	Change	Gross div.(p)	Yield %	P/E Actual	P/E Fully taxed
76	39	Airsprung	74	—	4.7	6.4	11.7	16.3
52	21	Armitage and Rhodes	51	—	1.4	2.7	21.0	48.6
194	92½	Bardon Hill	194	—	9.7	5.0	7.3	12.4
100	88	Deborah Services	100	—	5.5	5.5	4.9	9.4
126	88	Frank Horsell	103	—	6.4	6.2	3.2	5.9
110	39	Frederick Parker	54	—	1.7	3.1	23.5	—
110	64	George Blair	64	—	3.1	4.8	—	—
110	59	Jackson Group	103	—	6.9	6.7	3.9	8.0
124	103	James Burrough	117	—	7.9	6.8	9.6	9.6
334	244	Robert Jenkins	318	—	31.3	9.8	—	—
55	50	Scruttons "A"	52	—	5.3	10.2	3.8	3.8
224	206	Torday	206	—	15.1	7.3	3.5	8.0
23	8	Twinlock Ord.	11	—	—	—	—	—
90	69	Twinlock 15% ULS	72	—	15.0	20.8	—	—
56	35	Unilock Holdings	44	—	3.0	6.8	6.8	10.7
103	81	Walter Alexander	100	—	5.7	5.7	5.5	8.8
263	181	W. S. Yeates	257	—	13.1	5.1	4.9	9.9



Companies and Markets

UK COMPANY NEWS

Blue Circle 51% up at £78.6m

BY ANDREW TAYLOR

PRE-TAX PROFITS of Blue Circle Industries, the UK's largest cement manufacturer, jumped by 51 per cent last year to £78.6m. Turnover increased from £527.9m to £637.3m.

The group's share price rose 26p to 478p on news of the better-than-expected profits performance and an increased dividend pay-out—up from 12.5p to 15p.

The profits were bolstered by a 68 per cent improvement in overseas earnings to £47.9m with the overseas contribution to total pre-tax profits increasing from 55 per cent to 61 per cent—rising to 69 per cent in the second half of the year.

The group's Tolteca cement interests in Mexico generated almost a fifth of trading profits in 1980. There were also strong performances in Australia, Chile and South Africa—where profits increased by 70 per cent.

By comparison, Blue Circle's UK trading profits rose by a more modest 21 per cent to £31.2m, thanks to a good first-half performance when home profits increased from £10m to £19.4m.

On a CCA basis the pre-tax profit for 1980 is reduced to £60.8m (£36.7m restated).

In the second half of 1980 UK cement sales fell by almost 17 per cent and as a result group UK trading profits fell by almost 25 per cent in the second half to £11.8m. Over the year as a whole Blue Circle's home cement sales fell by 7.8 per cent.

With UK cement sales expected to fall by a further 7 per cent in 1981, it looks like being a difficult year on the home market, and Mr. John Milne, the group's managing director, said yesterday that without a further increase in cement prices—on top of the 11.75 per cent already announced—it would be difficult for the group to match last year's UK profits performance in 1981.

The group has already announced a major rationalisation programme for its UK cement operations including the closure of two works and a production cut-back at a third involving the loss of almost 2,000 jobs—around 20 per cent of Blue Circle's labour force—over 15 months.

Closure costs of £4.9m, which will be included in the 1980 accounts, have been more than offset by the sale of the investments including the group's stakes in Genstar and Asland SA. After taking account of closure costs the group is left with an extraordinary gain of £14.3m net of tax.

Earnings per share before extraordinary items increased from 34.1p to 41.1p after tax of £37.5m (£20.6m) and depreciation of £45m (£36.9m). Blue Circle charges depreciation on a current cost replacement basis and says that if this had been charged on a historical cost basis pre-tax profits would have been £30m higher.

The modernisation programme of the UK cement works will cost around £60m in the current year. On top of this the group yesterday announced a £10m investment programme for its newly-acquired Armitage Shanks subsidiary which—in the few weeks it was included in Blue Circle's accounts last year—contributed around £300,000 to group profits.

Pre-tax profits of Armitage Shanks Group, the sanitary pottery, metal fittings and plastic mouldings subsidiary of Blue Circle, for the nine months to end-December, 1980, amounted to £3.41m on turnover of £42.55m. The surplus compares with £6.21m for the 12 months to March 29, 1980, from sales of £53.93m.

The profit for the nine months was struck after interest charges of £384,000 (£437,000) but was subject to tax of £1.43m (£1.02m). The attributable balance emerged at £1.57m (£4.65m) after minorities, exchange differences and other charges.

Moben back in profit at six months

IN THE half-year to February 28, 1981, Moben Group, the furniture concern, has come back into the black with a pre-tax profit of £0.93m, against a loss of £2.96m last time, and Mr. L. D. Morris, the chairman, says the results are ahead of the company's internal forecasts.

Current indications are that full year taxable profit of the group, formerly known as Kitchen Queen, will exceed £2m.

First-half turnover of the continuing operations climbed from £11.11m to £17.79m, while turnover of the retail subsidiaries in the 1979-80 corresponding period was £7.51m.

The reorganisation of Di Lusso Kitchens is complete and its remaining surplus assets and stocks will be disposed of shortly. Di Lusso has broken even in the half-year and is currently trading profitably.

The sale of Anglo Italian Kitchens has been completed and the remaining properties from the former retail division have been sold.

Both Moben Continental Kitchens and the newly formed Alina Bedrooms continue to trade strongly, with the latter expected to make a material contribution to group profits next year.

For the half-year interest took £541,000 (£572,000). There was a tax charge of £315,000 (£248,000 credit) and after charging extraordinary debits of £5.34m last time, the attributable surplus emerged at £0.62m, compared with an £8.05m deficit.

Stated earnings per 10p share were 1.3p (5.9p loss).

No interim dividend is again payable — the last payments totalled 1.4p net in respect of the year ended August, 1979.

At February 28, 1981, bank borrowings of £4.5m were £2m below the level of six months earlier and were well within the company's facilities of £7.1m. Earnings retained in the period will be used to strengthen the group's balance-sheet.

● comment

Moben's recovery continues to outpace the forecasts, with more than trebled interim trading profits on the continuing operations. The resilient Moben kitchen line produced all the profit, showing that the combination of direct selling and a package that includes installation can overcome the soft conditions in hte home furnishings market. The Alina bedroom lines are not yet profitable but should become so in the second half thanks in part to four additions to the range. The shares rose 5p to 27p yesterday following the promising figures and the forecast of more than £2m in pre-tax profit this year. The group is now well clear of last year's catastrophes and should eliminate its £3.4m deficit on shareholders' funds some time next year.

Sharp setback suffered by Shiloh Spinners

The worst recession in the textile industry since the 1930s forced Shiloh Spinners into the red for the year to March 28, 1981. It incurred a pre-tax loss of £295,542 against a profit last time of £65,097.

As a result of the losses, the group is not paying a dividend. In the previous year, it paid a net total of 1.8269p.

The directors of the Oldham-based spinner, doubler and manufacturer of cotton, wool and rayon said there were no immediate signs of improvement, but they expected the group to be profitable again in the second half of this year.

They say the heavy losses by the parent spinning company were partly offset by subsidiaries manufacturing and marketing disposables and protective clothing where turnover increased 40 per cent and profit by 18 per cent.

Total group sales fell from £9.42m to £8.53m.

Tax took £117,934 (£126,385) and the net loss was £177,608, compared with a profit of £191,482.

The directors say that the economies announced at the interim stage, when the group returned a loss of £138,245 against a profit of £73,569, would have resulted in an improved second half performance had it not been for the need to make a special provision of £67,552 for bad debts.

J. Mills Electronics sold to ORE in £500,000 deal

ORE, which supplies underwater acoustic instrumentation, is paying up to £500,000 for J. Mills Electronics, nearly half of whose business is with the defence industry.

A first-half loss of £45,750 on turnover of £184,000 was also announced by ORE which said this was in line with expectations since most of its North Sea activity takes place in the summer.

But the present season of increased activity has started earlier than usual. Invoiced totals for March are at the second highest monthly total ever recorded by ORE. Orders in hand total some £350,000, of which £200,000 consists of orders for leasing of equipment and the supply of services.

ORE has also set up a new 75 per cent owned subsidiary, ORE (Scotland) to provide an operational base in Aberdeen, and to incorporate an agency for Tellurometer radio positioning equipment. The managing director of the subsidiary owns the rest of the shares.

ORE said the group was well placed to achieve higher turnover and profits this year. In the year to September 30 last, it made a pre-tax profit of £85,000, in line with the forecast made when £203,000 was raised through a share-placing.

ORE will pay for J. Mills in two stages, £375,000 on completion and £125,000 if pre-tax profits total at least £100,000 from October, 1980 to September, 1981. ORE will issue 384,615 shares at 130p to pay for Mills.

ORE's stockbrokers, Schaverien, will place 124,615 of the new shares at the same price, once the purchase has been completed.

Mills made a pre-tax profit of £149,500 in the 17 months to March 9, 1981, when its net assets totalled £306,500. For every £1 that the profit falls below £100,000 during 1980-81, ORE will reduce its payment by £5. Most of Mills' products are for marine use.

Whatman Reeve falls to £571,000

Despite an improvement in the second half, Whatman Reeve Angel, the laboratory supplies group, ended 1980 with taxable profits down from £739,973 to £571,401, on a higher turnover of £13.18m, compared with £11.67m. However, a promising start has been made to 1981.

First-half pre-tax profits had fallen from £476,000 to £255,000, due to the strong pound, higher interest rates and a downturn in sales and profitability of the biochemical side.

The year's result was struck after a sharp increase in interest charges from £389,891 to £613,575, while the 1979 profit was after charging £26,000 for the employee share participation scheme.

On a current cost basis, the pre-tax surplus tumbled from £307,000 to only £2,000.

The dividend for the year is being kept at 3.5p net, with a same-again final of 1.9p. After a tax credit of £218,940 (£122,567 charge), basic earnings per 25p share rose from 15.4p to 19.71p and from 13.98p to 17.76p fully diluted.

There was an extraordinary debit this time of £86,415.

Lake View Inv. grows

Gross income of Lake View Investment Trust rose from £3.2m to £3.49m for the year to March 31, 1981.

Tax took £1.01m (£0.95m), leaving the net balance ahead from £1.85m to £2.05m. Earnings per 25p share increased from 4.08p to 4.52p and the dividend total is lifted from 3.6p to 3.85p with a final payment of 2.65p net.

Income and tax for 1979-80 excludes £431,091 gross income and £129,327 related tax, received as a result of removal of dividend limitation. Earnings per share for that year exclude the net special income to make it comparable with 1981 earnings.

THERMAL OFFER

Acceptances have been received in respect of 95.7 per cent of the 1.77m shares of Thermal Syndicate offered in a one-for-three rights issue to raise £1.38m.

W. Williams losses reach £0.75m

After plunging from a profit of £105,000 to a deficit of £213,000 at midway, losses of W. Williams (Holdings) accelerated during the second half of 1980 to finish the year at £754,973. For the whole of 1979, profits were £203,317.

The final dividend, like the interim is omitted—a total of 1.125p net was paid in the previous year.

After tax credits of £389,154 (£73,866), the loss per 25p share is shown as 10.75p (9p earnings).

Barclays chief tells the cost of profits levy

The Budget "winfall tax" on banks had deprived every stockholder in Barclays Bank of five pence in the pound of their assets, Sir Anthony Tuke, the chairman, told the annual meeting. They have subjected you to this capital levy retrospectively, he said.

"It really is an astonishing performance coming from a Conservative government elected on a manifesto which certainly did not include this sort of thing" he commented.

PMA HOLDINGS

Only 44 per cent of the convertible preference shares of PMA Holdings offered as part of a recapitalisation package have been taken up. The balance of 627,044 shares at their par value of £1 have been taken up by the underwriter Keyser Ullmann.

LOAN FOR TRUST

Scottish Eastern Investment Trust has arranged a loan of Y1bn (£2.17m) from the Royal Bank of Scotland for one year at 8¼ per cent.

TACE PICKS UP

Profitability of the Tace operating companies was showing some signs of improvement, Mr. J. H. M. Mackenzie, the chairman, told the annual meeting. The company makes electronic, electrical and mechanical control equipment.

COMPANY NOTICES

UNILEVER N.V.

Rotterdam The Netherlands

ANNUAL GENERAL MEETING OF SHAREHOLDERS
On Wednesday, May 20, 1981 at 10.30 a.m. in the "Kleine Zaal" of the "Concert- en Congresgebouw de Doelen", entrance Kruisplein 30, Rotterdam

AGENDA

1. Annual Report for 1980.
2. Approval and adoption of the Balance Sheet and the Profit and Loss Account for 1980 and adoption of the proposed Profit Appropriation for 1980.
3. Appointment of the Board of Directors.
4. Appointment of Auditors.
5. Questions.

This agenda, the Annual Report for 1980 including the Balance Sheet, the Profit and Loss Account, the proposed Profit Appropriation and the nominations relating to items 3 and 4 of the agenda are available for inspection by shareholders and holders of certificates issued by N.V. Nederlandsch Administratie- en Trustkantoor at the Company's office, Burg. s'Jacobplein 1, Rotterdam, and at the offices of the Banks mentioned below, where copies may be obtained free of charge.

(A) Holders of bearer shares or sub-shares wishing to attend the meeting either in person or by proxy appointed in writing must deposit their share certificates and sub-share certificates by Wednesday, May 13, 1981, at the Company's office or at the offices of the Amsterdam-Rotterdam Bank N.V. in Amsterdam, Rotterdam or The Hague, of the Kredietbank in Antwerp, the Generale Bankmaatschappij or Bank Brussel Lambert in Brussels, of Midland Bank Limited in London, or any of its branches, of Banque Rothschild in Paris, of the Dresdner Bank A.G., or the Deutsche Bank A.G. in Hamburg, Düsseldorf, Frankfurt-am-Main or Munich, or the Bank Für Handel und Industrie A.G. or the Berliner Disconto Bank A.G. in Berlin, of the Creditanstalt-Bankverein, the Oesterreichische Länderbank A.G. or Schoeller & Co. in Vienna or any of their branches, of the Schweizerischer Bankverein (Swiss Bank Corporation), the Schweizerische Kreditanstal (Swiss Credit Bank) in Zurich, Geneva, Basle or Lausanne or of Morgan Guaranty Trust Company of New York in New York City. Upon production of the receipt then issued to them such holders will be admitted to the meeting.

(B) Holders of registered shares, certificates for which are countersigned by Morgan Guaranty Trust Company of New York, ("New York Shares"), wishing to attend the meeting either in person or by proxy appointed in writing must notify the Company of their intention on the form provided by the Company (or by letter, stating the numbers of their share certificates) which must reach Morgan Guaranty Trust Company of New York, 30 West Broadway, New York, N.Y. 10015, by Wednesday, May 13, 1981.

(C) Holders of registered shares for which certificates have been issued in another form and holders of booked shares wishing to attend the meeting either in person or by proxy appointed in writing must notify the Company of their intention by letter, stating the numbers of the share certificates or of the bookings for the shares, which must reach Unilever N.V., Afdeling Effecten en Coupons, Rotterdam, by Wednesday, May 13, 1981.

(D) Holders of certificates for shares in Unilever N.V. issued by N.V. Nederlandsch Administratie- en Trustkantoor of Amsterdam ("Nedamtrust certificates") wishing to attend the meeting without taking part in the voting must deposit such certificates by Wednesday, May 13, 1981 at any of the offices mentioned in (A) above. Upon production of *the receipt then issued to them, such certificate holders will be admitted to the meeting.*

(E) Holders of certificates for shares in Unilever N.V. issued by N.V. Nederlandsch Administratie- en Trustkantoor in the name of Midland Bank Trust Company Limited (or in its former name Midland Bank Executor and Trustee Company Limited), "sub-share certificates", wishing to attend the Meeting without taking part in the voting must deposit such sub-share certificates with Midland Bank Limited, Mariner House, Pepys Street, London, EC3N 4DA or any of its branches by Wednesday, May 13, 1981. Upon production of the receipt then issued to them such sub-share certificate holders will be admitted to the Meeting.

(F) If holders of the certificates mentioned in (D) and (E) above wish to exercise voting rights at the meeting either in person or by proxy appointed in writing, N.V. Nederlandsch Administratie- en Trustkantoor will exchange such certificates free of charge for original shares, which it will hold in the names of such holders at its own office (such office being the designated place of deposit in the event) and exchange the same again after the meeting free of charge for Nedamtrust certificates to be issued to such holders in accordance with the conditions of administration of these certificates. For such purposes holders must by Tuesday, May 12, 1981:

surrender their certificates for Fl.20 or a multiple thereof (but, in the case of certificates for 7% cumulative preference shares, representing a total nominal amount of Fl.1,000 or a multiple thereof) to N.V. Nederlandsch Administratie- en Trustkantoor, Keizersgracht 558, Amsterdam, and-or

surrender their sub-share certificates for Fl.12 nominal amount or multiples thereof, representing a total nominal amount of at least Fl. 60 per class (but, in the case of sub-share certificates for 7% cumulative preference shares, representing a total nominal amount of Fl.1,000 or a multiple thereof) to Midland Bank Limited, Mariner House, Pepys Street, London EC3N 4DA or any of its branches.

The certificates so surrendered must be accompanied by a form obtainable free of charge from N.V. Nederlandsch Administratie- en Trustkantoor, Amsterdam, and Midland Bank Limited, London. *Upon production of the receipts then issued by N.V. Nederlandsch* Administratie- en Trustkantoor and Midland Bank Limited respectively the holders will be admitted to the meeting.

The receipt issued by Midland Bank Limited for sub-share certificates so surrendered incorporates a two-way proxy form.

Rotterdam, April 29, 1981.

THE BOARD OF DIRECTORS

UNILEVER N.V.

CERTIFICATES FOR ORDINARY SUB-SHARES OF FL.12 ISSUED BY N.V. NEDERLANDSCH ADMINISTRATIE- EN TRUSTKANTOOR

NOTICE IS HEREBY GIVEN that EXCHANGES of Sub-Share Certificates in the name of Midland Bank Executor and Trustee Company Limited, now MIDLAND BANK TRUST COMPANY LIMITED, for Bearer Certificates and Unilever N.V. New York Shares and vice versa will be SUSPENDED FROM 15th May 1981 to 28th May 1981 inclusive.

Certificates will only be accepted for exchange after 28th May 1981 provided that all dividends declared prior to that date have been claimed.

N.V. NEDERLANDSCH ADMINISTRATIE- EN TRUSTKANTOOR

London Transfer Office
Unilever House, Blackfriars
London EC4P 4BQ
29th April 1981

BANK LEUMI LE-ISRAEL B.M.

(Incorporated in Israel)

NOTICE TO HOLDERS OF ORDINARY STOCK

NOTICE IS HEREBY GIVEN that the 30th ANNUAL GENERAL MEETING of the Company will be held at its Registered Office, 24-32 Yehuda Halevy Street, Tel Aviv, on Monday, the 11th day of May, 1981 at 10.30 o'clock in the forenoon, for the purpose of:

1. Receiving and considering the Accounts and Reports of the Directors and Auditors for the year ending 31st December, 1980.
2. Declaring a final dividend for the year 1980.
3. Electing Directors and approving the payment of their fees.
4. Electing Auditors and fixing their remuneration.

A member entitled to attend and vote at such Meeting may appoint a proxy to attend and vote on his behalf. Such proxy need not be a member of the Company.

By Order of the Board.

A. SULLAM, Adv.,
Secretary.

Tel Aviv.
30th April, 1981.

UBAF GROUP

A further organisational step is being achieved in the UBAF Group. The French partners in U.B.A.F./France (mainly CREDIT LYONNAIS and BANQUE FRANCAISE DU COMMERCE EXTERIEUR) which hold 40% of the capital of the Bank have consequently become owners of 40% of the Bank's participation in the capital of other UBAF associated Banks outside France (in London, Rome, Luxembourg/Frankfurt, Hong Kong and New York). For three years these participations in associated Banks outside France have been entrusted to a holding company under the name of "UBIC" which is owned 60% by the Arabs and 40% by the French.

It has always been the wish of all concerned to confine the non Arab participation in such associated ventures to renowned local banks in the country where each associated Bank is created, just as in France where CREDIT LYONNAIS and BANQUE FRANCAISE DU COMMERCE EXTERIEUR are direct partners in U.B.A.F. with Arab Banks.

To fulfil this wish both CREDIT LYONNAIS and BANQUE FRANCAISE DU COMMERCE EXTERIEUR agreed to cede their 40% participation in the holding Company "UBIC" to their Arab partners and arrangements are now in the course of being concluded. This will result in having a unified blend in all the UBAF Banks as it is the case for U.B.A.F./France. The composition will thus be: Arab Banks along with local banks of the country where a UBAF Bank is operating. Consequently, the French participation will be practically limited to U.B.A.F./France.

This new organisational step will relieve the original bank in France of its de facto supervisory powers and will put all such operating units on the same footing and thus facilitate the strategy and the policy making for the Group.

On that occasion the Arab partners wish to express their appreciation to the CREDIT LYONNAIS and to BANQUE FRANCAISE DU COMMERCE EXTERIEUR for their contribution to the progress of the UBAF Group which has allowed this new step to be taken. On their side, the French feel proud that such a natural evolution could now be achieved smoothly.

Meanwhile, in view of the special role of the CREDIT LYONNAIS as one of the main founders of U.B.A.F. it will keep a symbolic participation in the holding company in addition to acting as a special Group adviser.

F. & C. ORIENTAL FUND S.A.

société anonyme
Registered Office:
LUXEMBOURG, 14, rue Aldringen
Registre de Commerce
Section B No. 16.855

DIVIDEND ANNOUNCEMENT

F. & C. ORIENTAL FUND S.A. will pay a dividend of US$0.10 per share on May 8th, 1981 to holders on record at the close of business on April 23rd, 1981.

Shares will be traded ex-dividend on April 23rd, 1981.

The dividend is payable to holders of bearer shares against presentation of coupon No. 1 at:
—Banque Générale du Luxembourg, S.A.
27, Avenue Monterey
LUXEMBOURG

The Board of Directors

O.K. BAZAARS (1929) LIMITED

(Incorporated in the Republic of South Africa)

DECLARATION OF DIVIDEND

NOTICE IS HEREBY GIVEN that final dividend No. 99 at the rate of 85 cents per share in respect of the financial year which commenced on 1 April 1980, has this day been declared payable on 3 July 1981, in the currency of the Republic of South Africa to all holders of Ordinary shares registered in the books of the Company at the close of business on 22 May 1981. Non-resident shareholders' tax of 15% will be deducted where applicable.

The Registers of Members will be closed in Johannesburg and London from 23 May 1981 to 31 May 1981, both days inclusive, for the purpose of the above dividend.

By Order of the Board.

J. E. PARNALL,
Secretary.

Registered Office:
O.K. Building,
80 Eloff Street,
Johannesburg, 2001.

London Registrars:
Hill Samuel Registrars Limited,
6 Greencoat Place,
London SW1P 1PL.

28 April 1981.

BANQUE FRANCAISE DU COMMERCE EXTERIEUR

U.S.$25,000,000 FLOATING RATE NOTES DUE 1983

In accordance with the provisions of the above Notes, the rate of interest for the period April 29, 1981 to October 29, 1981 has been fixed at 16¼% per annum.

Interest due on such date will be payable upon surrender of coupon No. 10.

BANQUE INTERNATIONALE A LUXEMBOURG
Societe Anonyme
Trustee

US$100,000,000 HYDRO QUEBEC 11½% DEBENTURES 1980/92

Debentures covering US$6,000,000 have been purchased on the market to satisfy the Purchase Fund due 15th June, 1981.

BANQUE NATIONALE DE PARIS

Floating Rate Note Issue of U.S.$250 million January 1980/88

The rate of interest applicable for the three month period beginning 29th April 1981 and set by the reference agent is 18⅞% annually.

PUBLIC NOTICES

CITY OF SWANSEA
£1.2m 92-day Bills issued 29.4.81 due 30.7.81 @ 11 17/64%. Total applications £12m. No other Bills outstanding.

METROPOLITAN BOROUGH OF WIRRAL
£2,000,000 Bills issued on 29.4.81 at 11$\frac{19}{32}$% to mature 30.7.81. Total applications were £15,000,000 and there are £2,000,000 Bills outstanding.

Foseco Minsep goes ahead by £1.8m on year

PROFITS BEFORE tax of Foseco Minsep, manufacturer of specialised chemical and other products for the metallurgical, construction and building industries, expanded from £18.43m to £20.21m during 1980, despite higher interest charges of £4.33m against £2.58m.

The net dividend is stepped up from 6.41p to 6.598p with a final of 3.948p.

After tax of £7.92m (£7.97m) and minorities and preference dividends of £1.02m (£896,000), stated earnings are up from 20.7p to 20.9p on capital increased by shares issued in connection with the acquisition in September of *Unicorn Industries.*

Group sales of £274.97m (£229.35m) and trading profits of £24.55m (£21.01m) were broken down by division as follows: Foseco (metallurgical) £169.81m (£167.42m) sales and £17.45m (£16.66m) profits; Fosroc (construction and building) £58.65m (£48.05m) and £5.55m (£4.81m); Fosmin (special interests) *£7.12m (£13.88m) and £390,000* (£289,000); since acquisition, Unicorn contributed sales of £39.39m and a profit of £2.59m.

An extraordinary debit of £112,000 (£122,000 credit) and ordinary dividends leave the retained balance ahead at £7.6m against £6.71m.

● comment

Foseco Minsep is up by about £200,000, allowing for a four month contribution of about £1.6m from Unicorn net of related debt financing costs. Volume in the main metallurgical products division has been maintained which, given the steel output falls of 8 and 18 per cent respectively in the key markets of the EEC and the U.S. last year, demonstrates the *group's success in increasing* the penetration of its product consumed for each tonne of steel produced. This process is expected to continue although steel and foundry activity worldwide remains stubbornly flat. Foseco has almost been able to hold margins and growth in the Middle East has been strong. Fosmin has started to respond *to management treatment* although its return on divisional assets of £2.5m is still regarded as too low. The group as a *whole produced a real return on* capital employed of 14 per cent before tax and interest in 1979 and is still aiming for a 10 per cent post tax return on an inflation-adjusted basis. No comparisons are available yet for 1980—Foseco calculates in each currency—but at least the dividend is covered 1.77 times on a CCA basis. The yield of 4.1 per *cent at 232p up 1p yesterday, and* the p/e of almost 11 on the actual tax charge are no more than an adequate reflection of the spread and quality of the group's earnings and allow little or nothing for any upturn by its principal customers or for the benefits of the wider geographical base which will accrue to Unicorn.

Reverse for T. C. Harrison as car market contracts

The depressed UK car market sharply reduced the 1980 pre-tax profit of Ford main dealer T. C. Harrison from £3.81m to £2.49m on increased sales of £73.83m, against £71.26m.

Tax took £589,000 (£173,000) and earnings per 25p share fell from 24.2p to 12.66p. But the group is maintaining the dividend with a final of 2.03p (same), making a net total of 2.95p.

Mr. Edward Harrison, chairman, says the difficult trading conditions experienced last year have continued into 1981 and he *expects to see a further fall from* 1.5m to 1.4m in the car market this year.

Group profits for the first three months of the year show a modest decline of 5 per cent over the first quarter of last year which was a relatively buoyant period. But after the first six months of 1980, profits were down *from £2.03m to £1.29m.*

Mr. Harrison says the group has reduced its costs to meet the present difficulties. Group borrowings are relatively *small* and this together with the reduction in interest rates will be to its advantage.

He is confident that the results for this year will be acceptable in the light of the prevailing *conditions.*

After current cost adjustments, the group 1980 pre-tax profit was reduced to £1.14m.

Unilever profits up 4% on current cost basis

ALTHOUGH combined historic cost pre-tax profits of Unilever *were down 5.5 per cent in 1980* to £572m, the equivalent current cost figures of this international food and consumer goods group show an increase of 4 per cent from £387.9m to £403.3m.

As reported March 4, because an unchanged final dividend would lead to an excessively large payment by Unilever NV, a reduced sterling final of 13.97p (15.11p) is being recommended, making a total of 22.91p (24.05p).

Sir David Orr, the chairman, stressing the company's reluctance to cut its UK dividend, says the Unilever Equalisation agreement is under study to determine a way of avoiding a repeti*tion of this situation.*

In his annual review with the accounts, Sir David comments that "for Unilever, 1981 will be a year for using our strengths to keep the structure of the business sound and to take advantage of the opportunities which, we know from experience, the variety of our interests will provide."

Capital expenditure continued at a high level in 1980 and rose by 16 per cent over last year to £434m.

Meeting, The Baltic Exchange, EC, May 20, 11 am.

Lex, see Back Page

Office and Electronic earns more

A *REDUCTION* in second-half taxable profits from £1.63m to £1.15m left Office and Electronic Machines with £2.52m for 1980, *against* £3.11m previously, on turnover down from £26.46m to £22.4m.

However, reflecting a lower tax charge of £0.82m (£1.68m) and a deferred tax release of £1.72m this time, net attributable profits were up some £2m to £3.42m.

Earnings per 25p share jumped from 23.36p to 55.91p, of which 28.07p related to the deferred tax release. The dividend total is stepped up from 6.5p to 7p net, with a final of *4.5p.*

Retained profits at the year end were ahead from £1.03m to £2.99m.

Current cost attributable profits were £3.55m.

Improvement for Jersey Electricity

Net revenue before tax of the Jersey Electricity Company advanced from £1.42m to £1.89m for 1980, after second-half profits jumped from £122,009 to £572,763.

The directors of the group, which sells electrical appliances and undertakes contracting work, repairs and servicing as well as supplying the island of Jersey with electricity, are increasing the dividend to 13p (12p) with a final of 9p.

Tax for the year took £513,768 *(£328,435).*

EMI unsecured loan stock proposals

EMI Limited, a member of the Thorn EMI Group, has written with proposals to holders of EMI unsecured loan stock 8½ per cent 1989/94, 5 per cent 2004/09, 7¾ per cent 2004/09 and 7 per cent 1987/92.

It is proposed that all the obligations of EMI in respect of these stocks should be assumed by Thorn EMI and that EMI *should be relieved of them.*

In addition, the trust deeds constituting the stocks would be modified in certain other respects so as to bring them into line with those constituting the loan stocks of Thorn EMI.

In the case of the 7 per cent stock, this would result in an increase in borrowing limits: accordingly it is also proposed that the annual rate of interest should be increased from 7 to 7¼ per cent.

The proposals, *if* implemented, would result in substantial improvements in capital and income cover for the stocks. Meetings to consider the proposals have been called for 21st May, 1981.

The Directors of EMI, together with their financial advisers, Lazard Brothers, be*lieve that the proposals are fair* and reasonable and in the interests of holders of the stocks. They are recommending all stockholders to vote in favour of the proposals.

AMERICAN OIL

Permission has been granted by the Stock Exchange for the shares of American Oil Field Systems to be dealt in under Rule 163 (3) instead of Rule 163 (2) A.

Companies and Markets

BIDS AND DEALS

Receiver for Norton Warburg Holdings

Mr. Christopher Morris of accountants Touche Ross has been appointed receiver of Norton Warburg Holdings for the parent company, Norton Warburg Group. The parent group and holdings are both being liquidated after the near £5m collapse of the investment management concern.

This latest move follows agreement on the validity of a debenture issued by Norton Warburg Holdings to the parent. It secures a debt of over £1m and was intended to cover all money that might pass from the group to holdings.

Any distributions that Mr. Morris makes as receiver will be either by agreement between the joint liquidators and the court's receiver for the investment clients, or otherwise by the directions of the court.

Mr. Morris is also joint liquidator, with Mr. Gerry Weiss of Cork Gully, of the group. Mr. Weiss is one of the liquidators of holdings, the other being Mr. James Clement of Robson Rhodes.

IN BRIEF

CLYDE PETROLEUM—Results for 1980 already reported. Shareholders' funds £18.24m (£12.7m). Fixed assets £5.77m (£3.96m). Exploration expenditure £5.35m (£3.32m). Net current assets £6.31m (6.38m). Chairman says 1981 promises to be a particularly active year in all aspects of group's operations, including largest drilling programme so far undertaken. Meeting, Glasgow, May 27, noon.

CLAYTON, SON AND CO. (HOLDINGS) (engineer)—Results for 1980 reported on April 25. Shareholders' funds £4.9m (£3.94m); fixed assets £1.65m (£1.59m); net current assets £3.46m (£3.12m); debtors £2.69m (£4.57m); cash and bank balances £784,186 (£193,788). Historical pre-tax profits of £612,637 (£963,687) reduced to £173,000 on a CCA basis. Meeting, Leeds, May 21, 2 pm.

MAGNOLIA GROUP (MOULDINGS)—Results for 1980 reported April 3. Shareholders' funds £4.11m (£3.5m), net current assets £2.47m (£2.33m). Fixed assets £1.83m (£1.41m), bank loan and overdrafts £1.35m (£430,000), bank balances and cash £26,000 (£78,000). CCA pre-tax profit £363,000. Meeting, Rochford, Essex, May 21 at noon.

SHEFFIELD BRICK GROUP (builders' merchant and ironmonger)—Results for 1980: Turnover £4.77m (£4.1m); pre-tax profits £8,000 (£2,000); interest charged £162,000 (£111,000). Tax £22,000 (£14,000) leaving an attributable loss of £14,000 (£32,000, including £20,000 extraordinary debit). Final dividend 1p (same) for unchanged total of 1.75p. Comparatives have been adjusted. Board says company is *vigorously pursuing the export market*, and a cautious optimism is reflected in the maintenance of the final dividend at the same rate as last year.

J. A. DEVENISH AND CO. (brewer)—Turnover, excluding VAT, for 24 weeks to March 13, 1981, £6.89m (£6m); pre-tax profits £253,569 (£219,355); tax £131,800 (£114,000); attributable to ordinary £115,526 (£99,112). Interim dividend 2.25p (same) net, again costing £82,782. Rent policy change has brought more profit into first half. Company's assets are to be revalued.

NORTHERN INDUSTRIAL IMPROVEMENT TRUST—Mr D. Kellett, chairman, says the unaudited results for the half-year to September 30, 1980, show a slight improvement over the previous year, and the board expects to maintain the same level of dividend for the year. *However, he adds, the* trend over the last few months has not been encouraging—dividends and interest rates are tending to fall.

GRATTAN WAREHOUSES (mail order)—Results for year to January 31, 1981 reported April 9, 1981. Shareholders' funds *£50.68m (£50.08m)*: current assets £89.63m (£113.51m) including debtors and payments in advance, £60.45m (£70.74m). Net current assets £54.15m (£53.12m). Company has brought forward plans to computerise stock processing and buying operations while completing the computerisation of its agency records. Meeting, Bradford, June 2, at noon.

THOMSON T-LINE CARAVANS—Results for 1980: Pre-tax loss £461,653 (£271,830); turnover £3.32m (£3.85m); tax credit £98,490 (£67,032). Attributable loss £363,163 (£28,905) after extraordinary credit £175,893. Loss per 25p share 22.45p (12.66p). Current cost pre-tax loss £703,679.

INCH KENNETH KAJANG RUBBER—Results for 1980: (Malaysian currency throughout)—Turnover $3.73m ($3.48m): pre-tax profits $1.1m ($937,560), including interest and dividends received, $270,820 ($198,437): tax $28,513 ($291,310); extraordinary credit $3.19m ($329,638); retained profits $4.01m ($852,385). Earnings per share 28.01 cents (15.7 cents). As known, *gross dividend is 20 per cent (10 per cent)*. Board says that rovided interest rates are maintained, higher interest income will make up any shortfall in trading revenue.

GEORGE M. CALLENDER AND CO. (maker of bitumen based damp proof courses)—Results for 1980 reported April 22. Shareholders' funds £2.45m (£1.75m). Net current assets £1.35m (£1.02m). Fixed assets £1.83m (£1.42m). Chairman says turnover for first quarter is somewhat below last year with increase in competition. However, with no debt the company is well placed to take advantage of any improvement in trading conditions. Meeting, Winchester House, EC, May 21, 11.30 am.

SQUIRREL HORN (confectionary manufacturer) Chairman told AGM that in current year to date sales were up on corresponding period last year and production was higeer. Indications were that profitability had also improved, he added. Company now in better shape to maintain dividends, he said.

MINTY (furniture manufacturer)—Results for year to January 31, 1981. Turnover £3.71m (£3.81m), pre-tax profit £318,010 (£400,716). Tax £138,898 (£220,659), leaving stated earnings per 25p share of 44.77p (45.01p). Final dividend 7p (6p), making 10p net (9p).

SILVERMINES—Results for 1980: Pre-tax profits £1.8m (£1.7m) including share of profits of associates of £497,216 (£429,141) and net release of provisions against interests in Aran Energy and Mogul of Ireland of £152,281 (nil). Tax £967,206 (£737,651). Attributable profit £836,659 (£1.87m including extraordinary profit of £916,692). Final dividend 2p net (same), making 3p (same) on enlarged capital. Stated earnings per 2½p share, 8.39p (10.63p). Chairman confident 1981 will be another successful year.

NATIONWIDE LEISURE—Results for 1980: Pre-tax profit £54,985 (loss £124,950); turnover £2.49m (£3.03); tax charge £37,170 (£36,994 credit). Dividends absorbed £2,100 (same) and the loss after extraordinary items was £119,793 (£470,023). The purchase of the Ashley Overhill Group for a consideration of £1 has cost over £120,000 for which exceptional provision has been made in the 1980 accounts. Directors say prospects for the current year are encouraging.

JOHNSON GROUP CLEANERS—Results for the year to December 27, 1980, reported on March 25. Shareholders' interest £20.91m (£17.22m); fixed assets £19.88m (£17.79m); net current assets £450,000 (liabilities £568,000). Meeting, Liverpool May 21 at 2.15 pm.

Gasco spells out plans for Saint Piran

Gasco Investments, the master company of Mr. Jim Raper which recently won control of Saint Piran, the tin mining and property group, has spelt out its plans for the future of the company which it says are "long term and are not based on breaking up the group."

Gasco announced on Tuesday that it had acquired or received acceptances for more than 62 per cent of the Saint Piran shares with *its increased bid of 60p per share*. This is 25p below the price the company was ordered to make a bid at by the Takeover Panel last June.

Gasco says its plans are based on strong support for the company's subsidiaries of which South Crofty, the Cornish tin mining company) and Milbury (the housebuilding group) are quoted UK public companies. Mr. Raper said yesterday that he would want to retain the listing for these two companies and would also like to have the listing for Saint Piran shares restored. The listing was suspended at 65p in May, 1980, following Gasco's failure to comply with the Takeover Panel directive.

Gasco says that the main task for Milbury is to acquire a suitable housebuilding company for £3m-£5m which can be merged with the present house building operations. *The objective* is to give greater geographical coverage than the localised operations in the Manchester area. Mr. Raper said that a possible acquisition was presently being looked at.

In the first half of the current year pre-tax profits of Milbury fell from £902,000 to £563,000 and the full year results are expected to be below the £1.8m reported for 1979-80.

At South Crofty, Gasco says that the main task is implementing a £5m investment programme. This is designed to increase production by 40 per cent with an increase in the workforce of 10 per cent. This is expected to lower the unit cost of production and enable South Crofty to remain viable, subject to the tin price, Gasco says. In the first half of the *current year Crofty's profits fell* from £500,000 to £106,000.

Mr. Raper said that the Saint Piran group had plenty of bank support and the bid would be paid for in cash. He said it was intended to keep the group's head office in London. No board changes were planned.

Tom Whyte sells stake in Thames Inv.

Mr. Tom Whyte, the financier, and associates have sold their 19 per cent stake in **Thames Investment**, the property company quoted on the *Unlisted* Securities Market, for nearly £1.06m.

The shares were sold at 225p each, giving a profit of some £117,000 on the original purchase *at 200p last year* before the USM flotation.

The 470,000 shares — Mr. Whyte himself directly owned around 30 per cent of these, representing 6 per cent of Thames' total equity—were placed by Tring Hall Securities, mainly with institutions. Mr. Whyte said he was selling to increase his sterling liquidity for future deals.

ASSOCIATE DEAL

Astaire and Company on April 22 sold 35,142 **Hongkong and Shanghai Banking** new at 13½p premium on behalf of discretionary investment clients of Standard Chartered Bank.

On April 23 they sold 9,472 Hongkong Bank new at 19½p premium on behalf of discretionary investment clients of Standard Chartered.

SHARE STAKES

Barker and Dobson Group—Electra Investment Trust is interested in 2,093,000 ordinary shares (7.79 per cent) and in 7,279,000 "A" ordinary (9.03 per cent).

Cosalt—President Mr. J. Carl Ross has sold 40,000 ordinary shares.

Royal Bank of Scotland's doubts on HK offer

BY MICHAEL LAFFERTY

ROYAL BANK OF SCOTLAND yesterday commented publicly for the first time on the rival takeover offer it has received from the Hong Kong and Shanghai Banking Corporation.

Sir Michael Herries, the Royal Bank chairman, tells shareholders in a letter with the formal offer document that "the fundamental objectives which had guided us in our merger discussions with Standard Chartered Bank would not be so clearly achieved for Royal Bank if it was taken over by the Hong Kong and Shanghai Banking Corporation which is directed and managed in Hong Kong."

It appears that Royal is still uncertain as to whether Hong *Kong and Shanghai will come* back with a higher offer, following the improved Standard Chartered terms announced last week.

The offer document also reveals that Lloyds Bank has agreed to offer a subordinated loan stock alternative in its bid to buy control of Lloyds and Scottish, the finance house in which both Lloyds and Royal Bank had been substantial shareholders.

The Royal Bank of Scotland will accept £93.3m of the new stock in respect of its holding in the finance house, and will avoid a substantial capital gain tax liability as a result.

● Last night Lloyds Bank announced that it was now offering a further alternative in the bid to buy out all the remaining shares in Lloyds and Scottish. Apart from 200p in cash, or 200p in the loan stock referred to above, shareholders can take three Lloyds shares for every five Lloyds and Scottish shares. At last night's closing price of 336p, this values the L and S shares at about 203p. The share alternative is being offered because staff in Lloyds and Scottish already own some of its shares under a profit-sharing arrangement. Lloyds says that the share alternative could only *result in a maximum of 7m new* shares. It already has 171m shares outstanding.

AMSTEEL/W. G. DAVID

Amsteel Group, the industrial holding company, is to acquire the roofing contracting business of **W. G. David**, a private Dorset-based company. The cash price is based upon assets and profits in the years 1982 to 1984. David has depots in Wimborne, Byfleet, South Wales, Coventry and Newport (IoW).

Mr. Donald Titchener, chief executive of Amsteel said: "David has the capability of expansion in its specialised field and will be a valuable contributor to group profitability with a turnover of £2m, which will represent one-sixth of the group total."

Amsteel was set up in December, 1978, and has since acquired four companies.

Cambridge Petroleum in $3.67m sale

Cambridge Petroleum Royalties has concluded an agreement to sell 96.67 per cent of its 15 per cent *interest* in the **Marathon Royalty to Aran Energy for U.S.$3.67m.**

The proceeds from this sale will allow Cambridge to take further advantage of opportunities to purchase oil and gas interests in other parts of the world.

ENERGY FINANCE ACQUIRES ANGLO

Energy Finance and General Trust Holdings, the investment and sponsoring group controlled by Mr. Denis Barkway, has *acquired a 52.9 per cent share*holding in Anglo-Argentine Tramways and is offering to acquire the balance.

The 2.1m block of shares was acquired from Sofina SA for a total consideration of £591,992—equal to 28p per share. To comply with the City Takeover Code, Energy Finance will make an unconditional offer to acquire the rest of the shares at the same price.

Energy Finance intends to place with clients 50 per cent of any shares acquired. London Trust has agreed to acquire any shares not acquired by other clients of Energy Finance.

Establishment Plambuit holds 13.9 per cent of Anglo's shares.

LONDON TRADED OPTIONS

(April 28 Total contracts 2,662)

Option	Ex'rcise price	July Closing offer	July Vol.	Oct. Closing offer	Oct. Vol.	Jan. Closing offer	Jan. Vol.	Equity close
BP	360	40	6	48	—	62	—	374p
BP	390	19	1	32	—	48	8	"
BP	420	11	9	18	2	—	—	"
BP	500	3	1	—	—	—	—	"
Com. Union	140	34	2	14	—	42	—	165p
Com. Union	180	8	25	37	—	18	—	"
Cons. Gold	460	40	10	55	2	72	—	466p
Cons. Gold	500	23	2	57	—	48	1	"
Cons. Gold	550	9	1	17	—	—	—	"
Courtaulds	50	27½	—	28½	2	—	—	74p
Courtaulds	60	17½	1	19½	2	23	—	"
Courtaulds	70	10½	7	11½	—	16	—	"
Courtaulds	80	5	37	7½	12	9½	31	"
GEC	650	55	11	75	—	98	—	680p
GEC	700	25	19	43	1	63	1	"
Grand Met.	200	17	5	24	—	29	—	205p
Grand Met.	220	8½	10	14	—	20	—	"
ICI	260	65	157	70	—	—	—	308p
ICI	280	45	59	50	15	60	—	"
ICI	300	33	46	36	34	48	—	"
ICI	330	15	135	23	9	28	101	"
ICI	360	8	33	—	—	—	—	"
Land Sec.	330	94	5	—	—	—	—	418p
Land Sec.	420	20	7	36	—	43	—	"
Marks & Sp.	110	33	4	37½	3	—	—	137p
Marks & Sp.	120	25	25	28½	—	—	—	"
Marks & Sp.	130	16	23	20	15	26	—	"
Marks & Sp.	140	9	84	12½	34	17	—	"
Shell	390	22	1	34	3	44	—	376p
Shell	420	11	—	20	2	—	—	"
Shell	460	5	10	11	—	—	—	"
Totals			736		134		142	

Option	Ex'rcise price	May Closing offer	May Vol.	August Closing offer	August Vol.	November Closing offer	November Vol.	Equity close
Barclays B'k	360	68	—	80	1	82	—	421p
Barclays B'k	420	12	2	28	2	38	1	"
Barclays B'k	460	3	—	12	25	20	—	"
Imperial Gp.	80	1½	—	3	—	4½	7	72p
Lasmo	500	45	16	60	1	87	—	527p
Lasmo	550	13	3	32	17	48	—	"
Lonrho	90	5½	50	12	25	14½	10	94p
Lonrho	100	2½	—	7	108	9½	—	"
Lonrho	110	1	10	4	5	6½	10	"
P. & O.	140	15½	26½	22½	—	27½	—	152p
P. & O.	160	5½	4	10½	4	15	—	"
Racal Elec.	360	20	60	41	—	52	—	376p
Racal Elec.	390	6	16	22	2	35	—	"
RTZ	414	80	10	—	—	—	—	486p
RTZ	420	—	—	82	5	98	5	"
RTZ	464	42	6	—	—	—	—	"
RTZ	460	—	—	58	18	70	1	"
RTZ	494	14	5	—	—	—	—	"
RTZ	500	—	—	35	26	50	1	"
Totals			211		244		35	

EUROPEAN OPTIONS EXCHANGE

Series		May Vol.	May Last	Aug. Vol.	Aug. Last	Nov. Vol.	Nov. Last	Stock
GOLD C	$500	68	6	10	35	—	—	$479
GOLD C	$525	8	3A	1	24A	—	—	"
GOLD C	$550	—	—	140	15	—	—	"
GOLD P	$475	5	11	30	26	2	30	"
GOLD P	$500	36	26	3	38	3	40B	"
GOLD P	$525	3	46B	4	50	—	—	"
		July		Oct.		Jan.		
ABN C	F.280	5	15	—	—	—	—	F.295
ABN C	F.300	15	6	—	—	—	—	"
AKZO C	F.17.50	15	7.10	8	7.60	—	—	F.24.30
AKZO C	F.20	22	4.60	5	5.20	—	—	"
AKZO C	F.22.50	23	2.80	112	3.80	38	5.10	"
AKZO C	F.25	187	1.60	70	2.80	51	4.20	"
AKZO P	F.25	—	—	11	2	20	2.70	"
AMRO C	F.55	10	3.80B	—	—	—	—	F.58
HEIN C	F.55	13	2.80	8	3.50	—	—	F.56.50
HOOG C	F.17.50	10	2	—	—	—	—	F.18.40
HOOG C	F.20	—	—	41	1.70	—	—	"
HOOG C	F.22.50	—	—	28	0.80	—	—	"
IBM C	$65	21	1¾	—	—	—	—	$60⅞
KLM C	F.70	11	49	—	—	—	—	F.119.10
KLM C	F.80	—	—	5	41	—	—	"
KLM C	F.100	60	23	—	—	—	—	"
KLM C	F.110	65	16.50A	—	—	—	—	"
KLM C	F.120	153	11.20	25	15.10	—	—	"
KLM C	F.130	186	6.70	16	11	—	—	"
KLM P	F.65	5	0.20	—	—	—	—	"
KLM P	F.70	5	0.50	—	—	—	—	"
KLM P	F.80	11	1	—	—	—	—	"
KLM P	F.90	25	1.40B	—	—	—	—	"
KLM P	F.100	103	4.10	—	—	—	—	"
KLM P	F.110	19	7.50	—	—	—	—	"
KLM P	F.120	23	12	11	18.90	—	—	"
KLM P	F.130	22	16.50	13	22	—	—	"
NATN C	F.120	5	4	—	—	—	—	F119.30
NATN C	F.125	10	1.70	—	—	—	—	"
NATN C	F.130	—	—	10	2.10	—	—	"
PHIL C	F.17.50	250	4.70	28	4.70	—	—	F.22.10
PHIL C	F.20	422	2.40	293	2.90	—	—	"
PHIL C	F.22.50	816	1.20	167	1.60	77	2.30	"
PHIL P	F.20	100	0.40	—	—	—	—	"
PHIL P	F.22.50	36	1.30	10	1.50	—	—	"
RD C	F.80	15	11	—	—	—	—	F.90.60
RD C	F.90	93	4	—	—	—	—	"
RD C	F.95	28	2.10	—	—	—	—	"
RD C	F.100	125	1.30	40	3	—	—	"
RD C	F.110	20	0.40	30	1.30	—	—	"
RD P	F.80	32	1.90	—	—	20	4.50	"
RD P	F.90	28	5	19	7.20	—	—	"
RD P	F.95	36	8.20	—	—	—	—	"
UNIL C	F.140	6	5.50	—	—	—	—	F.143.50
		May		Aug.		Nov.		
BASF C	DM.130	—	—	—	—	16	5.50	DM129.70
BASF C	DM.140	—	—	20	1	—	—	"
MANN C	DM.140	—	—	5	7.50	—	—	DM14
SIEM C	DM.260	—	—	—	—	11	11.50	DM261.40
SIEM C	DM.280	—	—	20	2	—	—	"

TOTAL VOLUME IN CONTRACTS 4605

A=Asked B=Bid C=Call P=Put

Horizon Travel makes £6.9m cash call

Horizon Travel is raising £6.9m by way of a rights issue of 3.5m ordinary shares on the basis of one new share at 205p for every five held on April 24.

Mr. Bruce Tanner, the chairman, says that profits in the current year to November 30, "will significantly exceed" the record £7.38m earned last year. The board expects to be able to recommend dividends of at least 5p per share in respect of 1980-81 compared with 3.675p last year.

The rights issue proceeds are to be used to help finance a capital spending programme that includes aircraft purchases and the development of holiday accommodation.

Horizon's aircraft operating subsidiary, Orion Airways, which contributed over £1m to 1979-80 profits on nine months' operation; has an option to purchase a seventh Boeing 737 and is evaluating possible requirements for larger-capacity aircraft that would cost about £15m each.

Horizon also has an option to buy more land at Mojacar in Spain where it proposes to develop a substantial self-catering complex over the next five years for £4½m.

Mr. Tanner says that if current strong booking trends continue, the company's final summer carryings should increase satisfactorily over 1980 levels with a load factor in the region of 90 per cent and aircraft use at a high level.

The rights issue, which has been underwritten by Hill Samuel, is subject to approval of a resolution to increase the authorised share capital at an EGM on May 19.

Dealings in the new shares are to begin in nil paid form on May 19 and the final date for acceptances is June 8.

● comment

Horizon has been a very good investment for shareholders who exercised their rights at 72p a share with the £1m rights issue three years ago. Profits have grown from £2.9m in 1977-78 to £7.38m last year and the shares have hit a peak of 274p this year. The group has started up a profitable airline almost entirely from its own resources and invested in holiday accommodation in Spain, and intends to spend the proceeds of the new rights issue in these proven areas. Doubts have been expressed lately that travel operators would make much headway this year after last year's spectacular growth but Horizon's forecast indicates another exceptional year is in store. Bookings are 8 per cent up on last year at this time and the group is benefitting from strong sterling and soft fuel markets. Against an uncertain outlook for consumer disposable income, Horizon has just launched next winter's programme with no price increases but maintained margins. The market is looking for about £10m in pre-tax profit this year, which reflects a prospective ex-rights p/e on average issued capital of nearly 10. The prospective yield is just under 3 per cent.

Stone-Platt losses accelerate as predicted to £5.54m

VIRTUALLY IN line with directors' predictions Stone-Platt Industries incurred a pre-tax loss for 1980 of £5.54m which compares with a loss of £2.94m for the previous year.

For the current year the directors state that although it is not practicable at this stage to predict the likely trading outcome, their present objective is to break even before tax.

In the first half of the year they say there will be a trading loss but high interest charges are expected to be offset in the second half by a higher level of sales, reduced interest costs and greater manufacturing efficiency. "The objective is a taxing one in what will be a difficult year and its achievement depends primarily on the performance of Platt Saco Lowell, Lancashire," the directors add.

They blame the loss largely on high interest charges—they rose in the year rom £5.47m to £7.6m—and on a further substantial loss of £6.2m in the Lancashire operations of PSL.

These operations continue to represent the major challenge facing the group. The first priority of the new chairman of PSL is the implementation of further changes identified as being necessary to direct Lancashire back towards profitability, say the directors.

Sales of the group, which manufactures textile machinery, marine and mechanical engineering products, pumps and electrical equipment, fell back over the year from £211.47m to £193.5m. They included only 10 months' trading by the pump division up to the date of sale.

At midyear the group had plunged from a taxable profit of £738,000 to a loss of £2.24m. Last month, in a circular to shareholders, the directors said they believed the second six months would show a further substantial deficit and that for the year as a whole the loss before tax may be in the order of £5.7m.

Overseas operations for the year (including those of the PSL division), which form a substantial percentage of the group's total business, were profitable and the electrical sector had another good year.

The directors' strategy is to foster the growth and success of the electrical division and the PSL overseas companies and to also bring PSL Lancashire back to profitability. They say PSL must maintain and seek to improve its existing market share, but in view of current and foreseeable sales levels further reductions in overall costs and manufacturing capacity are being implemented.

The final dividend for 1980 is being omitted, leaving the total at 0.1p net, compared with 2p for 1979.

Tax for the year took £1.92m (£2.59m) leaving a net balance of £7.45m (£5.53m) and a stated loss per 25p share of 17.9p (14.7p). Before tax the loss was 13.5p (8.4p). There was a minority credit of £338,000 (£285,000 debit).

The attributable loss emerged at £7.24m (£5.93m) out of which dividend payments absorb £40,000 (£565,000).

Exchange losses amounted to £2.91m (£1.48m) and extraordinary losses totalled £4.79m (£9.54m). As anticipated there was a transfer from reserves of £15m (£17.51m).

Provisions of £4.8m were made as an extraordinary item. This figure includes the net losses on disposals and reorganisations of £3.9m referred to in the circular, together with a further £0.4m which the directors deemed prudent to provide in relation to proposed disposals and reorganisation costs.

The unexecuted order book at year-end stood at £87.4m (£91.5m), excluding the pump and marine division's propeller business.

A breakdown of sales and profits, before interest and tax, shows: electrical £47.5m (£41.9m) and £4.28m (£2.98m); textile machinery PSL £59.6m (£70.4m) and £2.82m loss (£2.97m loss), Scragg £19.6m (£29.9m) and £149,000 (£1.39m); marine and mechanical £40.8m (£40.6m) and £130,000 loss (£83,000 loss); pump £18.1m (£22.6m) and £1.19m (£1.08m); and Barry-Wehmiller £7.9m (£6.1m) and £617,000 loss (£145,000 profit).

BOARD MEETINGS

The following companies have notified dates of Board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available as to whether dividends are interim or finals and the sub-divisions shown below are based mainly on last year's timetable.

TODA

Interim:—S. Simpson.

Finals:—BSG International, Blockleys, Boosey and Hawkes, Central and Sheerwood, Davies and Newman, Downiebrae, Hopkinsons Holdings, P. & W. MacLellan, John Mowlem, Platignum, Pritchard Services, Scottish Heritable Trust, H. C. Slingsby, George Wimpey.

FUTURE DATES

Interims:—	
Associated Engineering	May 21
Borthwick (Thomas)	May 12
Brown (Matthew)	May 7
Jenks and Cattell	May 6
Kelsey Industries	May 26
Moss Engineering	May 7
Northern Industrial Improvement Trust	May 13
Pochins	May 8
Wellco	May 7
Finals:—	
Beralt Tin and Wolfram	May 7
Bishopsgate Trust	May 11
British Investment Trust	May 5
French Kier	May 5
Seccombe Marshall and Campion	May 13
UDS	May 7

Jessel Toynbee recovers and steps up final

Discount house Jessel Toynbee and Co. returned to the black with a net profit of £1.12m for the year to April 5, 1981, compared with a loss last time of £50,000.

The company is paying an increased final dividend of 3.25p (2.875p), making a net total for the year of 5p (4.625p).

The surplus was struck after providing for rebate, tax and all expenses and after a transfer to reserves for contingencies.

● comment

After a horrible 1979, last year provided the monetary climate in which discount houses thrive. Gerrard's figures confirmed it on Monday, and Jessel Toynbee has now joined the recovery list. It was able to recoup most of the dent made in its inner reserves when it declared a loss a year ago. The declared profit of £1.1m this time is—in accordance with the etiquette — stated after making good the previous year's inner damage. It is also net of tax. At an approximation, that suggests that Jessel made £2.5m in 1980, a margin on its average book of about 1 per cent. This year, although the turnover in bills is very rapid, it will be harder to make such a good living in the discount market: asking the Bank of England too high a price for bills can make it expensive to balance the day's books. The total dividend is increased slightly and the shares—down 2p to 86p—yield 8.6 per cent. This is much the same as—say—Gillett, a couple of points above the market leaders, Union and Gerrard.

London Life funds up £63m

TOTAL funds under management of the London Life Association increased by £63m from £358m to £421m in 1980, with premium income rising by 16 per cent from £34m to £39.5m, and investment income by one-fifth from £35m to £42m. Claims payments were 30 per cent higher at £25m.

Sir Humphrey Prideaux, in his presidential statement, said that the vast majority of new money last year was invested in longer dated gilts, with almost all the equity investment going overseas, mainly to Japan and the U.S.

The Association did not invest in property last year, because of the low yields and because it was considered that the proportion of assets in property was sufficiently high.

At the end of the year, the portfolio was distributed 38 per cent fixed interest, 28 per cent equities, 27 per cent property and 7 per cent in mortgages and loans.

As already reported, the Association recorded a 25 per cent growth in new annual premiums last year, well in excess of the average growth for the industry, and made record bonus declarations.

A. F. Bulgin plunges but holds payout

Despite a plunge in pre-tax profits from £1.37m to £780,553 A. F. Bulgin and Co., manufacturer of electronic and electrical components, is maintaining its dividend for the year to end-January, 1981, at 1.35p net on the enlarged capital with a same-again final of 0.77p.

Tax for the year was down from £668,452 to £217,541 and stated earnings per 5p share were lower at 2.22p (2.82p).

At midyear profits had slipped to £611,000 (£683,000), but the directors said they hoped to maintain the dividend for the year

W. Mining hits Australia minerals tax concept

BY KENNETH MARSTON, MINING EDITOR

THE "phoney" political objective of ensuring that the Australian community receives an equitable share of mineral development proceeds by piling on increased mining tax in the shape of a "resources rent tax" has been roundly condemned by Mr. Hugh Morgan, executive director of Western Mining, reports Patricia Newby.

At the annual meeting in Canberra of the Australian Mining Industry Council he said that although the Federal Government had repeatedly rejected the tax proposition, a number of *states had been reviewing their* own royalty charges. A resources tax is part of the Labor opposition's platform.

Mr. Morgan pointed out that the Australian community's share in the mining industry revenue is already higher than that in any other industry. Last year the Federal Government took 54 per cent of the industry's A$1.89bn (£1bn) profits.

Mr. Morgan rejected arguments that minerals in the ground belong to the people and therefore should be subject to a resources tax. "Undiscovered minerals in the ground are not assets," he claimed, "the mineral resources which we develop did not exist in any meaningful sense until our industry took the financial risks to explore and find them."

He made the point that it is an "absolute necessity" for the mining industry to be allowed good profits if it was to face the risks involved in exploration and development. Western Mining, he said, had spent more than A$100m on exploration since its last discovery of a revenue-producing orebody.

Also at the AMIC meeting was Mr. Doug Anthony, the Australian Deputy Prime Minister and Minister for Trade and Resources who appealed to mining companies not to accede to trade union demands for a 35-hour week.

He said it was a tragedy that the campaign was being waged through serious industrial dis*ruption which was threatening* Australia's reputation in consumer countries as a stable, reliable and internationally competitive supplier of energy and mineral exports.

RTZ scents metal recovery

ALTHOUGH metal markets are still in general weak, there are some tentative stirrings of recovery, according to Sir Anthony Tuke, new chairman of Rio Tinto-Zinc.

Sir Anthony says in the group's annual report for 1980 that demand is rising well for metal-containing products in many less developed countries, particularly in the oil-exporting countries, as well as in Australia and South Africa.

After the current quarter, demand is expected to rise in the U.S. while Japan has recently taken steps to improve its economy. Europe remains economically weak, but Sir Anthony says that the run-down of metal stocks appears to have finished and the chances of an upturn after the summer have improved.

He feels that any revival of metal demand should quickly work through to metal markets in the latter part of this year.

Takeover talk came to life again in London yesterday when a strong U.S. demand for RTZ shares in the late dealings resulted in the price surging to a year's high of 530p, a gain of 55p which equals £139m in terms of market capitalisation.

SELTRUST TO RUN BP AUSTRALIA METAL SEARCH

The Australian-registered Seltrust Holdings, now 78.8 per cent-owned by British Petroleum, is to assume technical responsibility for all the minerals activities of BP in Australia other than coal, oil and gas.

However, BP will retain its 49 per cent stake in the three joint ventures with Western Mining which are operated by the latter. These are the evaluation of the huge Olympic Dam copper, uranium and gold prospect in South Australia; exploration of the associated Stuart Shelf area; and an exploration programme at Benambra in Victoria where significant copper-zinc mineralisation has been indicated.

As far as the other exploration properties are concerned BP will be entitled to 10 per cent of any net profits accruing to Seltrust from projects developed but will not contribute to any of the costs *involved.*

Meanwhile, problems persist at the 60 per cent-owned Agnew nickel mine in Western Australia. Although the amount of ore treated in the 14 weeks to April 5 was boosted to 80,951 tonnes from 46,689 tonnes in the previous period, the nickel recovery grade fell to 2.76 per cent from 3.23 per cent as a result of dilution and metallurgical problems.

Falconbridge's poor quarter

CANADA'S ... ...Falconbridge Nickel reports a first quarter net profit of C$ 8.73m (£3.38m) compared with C$ 34m a year ago (when there was also a $37.7m gain on the sale of Canadian Superior Oil shares) and the 1980 total of C$ 71.4m.

Mr. H. T. Berry, the president, said that nickel producer shipments will increase by about five per cent this year. He added that nickel demand in the early months of 1981 was slightly stronger than in the final quarter of last year.

As co-sponsor of mines operated in the Dominican Republic, the company advanced U.S.$ 8.5m to Falconbridge Dominicana in 1980 and U.S.$3m in the first quarter of 1981. High energy costs and weak markets for ferro nickel have hit the Dominican operation but Mr. Berry said that there was no intention of closing it down.

Sth. Crofty £6m expansion plan gets go-ahead

CORNWALL'S South Crofty tin mine, controlled by St. Piran, announces that its £5.77m plan to raise production by 45 per cent over the next five years is about to go ahead now that the Department of Industry has indicated its support for the project.

The spending, which includes mill and underground equipment modernisation as well as shaft-sinking is to come from: European Investment Bank (guaranteed by Barclays Bank) £2.5m; Department of Industry grant £400,000; Barclays Bank loan and overdraft facility £1.5m. St. Piran is guaranteeing Barclays Bank to the extent of £500,000 as part ofthe financial package.

The balance of £1.37m will come from retained profits of the mine during the five-year plan. High spending is expected over the next 18 months followed by a gradual achievement of the planned increase in tin output.

Rosemary Burr explains why the group wants to hive off its commercial division from its oil and gas interests

Tricentrol: the logic behind a demerger plan

TRICENTROL, the UK independent oil company, is the first *major company* to take advantage of the new flexibility under the 1980 Finance Act to demerge. Next week shareholders will have a chance to vote on the group's plans to hive off its commercial division from the oil and gas interests, giving shareholders a stake in each company.

Mr. James Longcroft, Tricentrol's tax exile chairman, says the new legislation was "a *factor* behind the demerger but not the reason. It took away the tax disadvantages, the major disadvantage being for shareholders who would have been taxed on the distribution of new shares as if this was income."

Tricentrol has looked at demerging twice in the last five years, in 1975 and again in 1978, according to Mr. Longcroft. The present plan, he *says*, reflects Tricentrol's belief that its commercial activities, enhanced by new technological developments, can stand on their own feet, while the oil side has matured sufficiently to prosper alone.

GRAHAM HEARNE
Concentrating on the U.S.

Mr. Longcroft's current proposal is in marked contrast to the policy which he has put forward with much vigour over the past decade. Year after year, he has peppered his chairman's statement with comments on the benefit gained by Tricentrol from its commercial interests, which consist of Ford dealerships, hardware distribution and travel companies.

A year ago, Mr. Longcroft said: "Your directors have now approved the plan for 1980 *and* the shape of Tricentrol for the foreseeable future . . . our non-oil and gas operations are supplementary to our main business and are being developed to provide an alternative income source to support shareholders' dividends."

Barely eight months later, the main topic on the agenda of Tricentrol's board meeting was how best to split the group's commercial interests from its energy companies. Mr. Graham Hearne, who was later to join the group as chief executive on the oil side, was a party to the demerger plan.

Before this decision, Mr. Hearne, then finance director of Courtaulds, had been negotiating with Tricentrol over the post of chief executive of the group, then held by Mr. Longcroft, the chairman, who is based in Geneva. After the board agreed on the demerger, Mr. Hearne was appointed chief executive of the oil side in March this year, while Mr. Peter Moody remained managing director of the commercial interests. Mr. Longcroft intends to stay chairman of both companies.

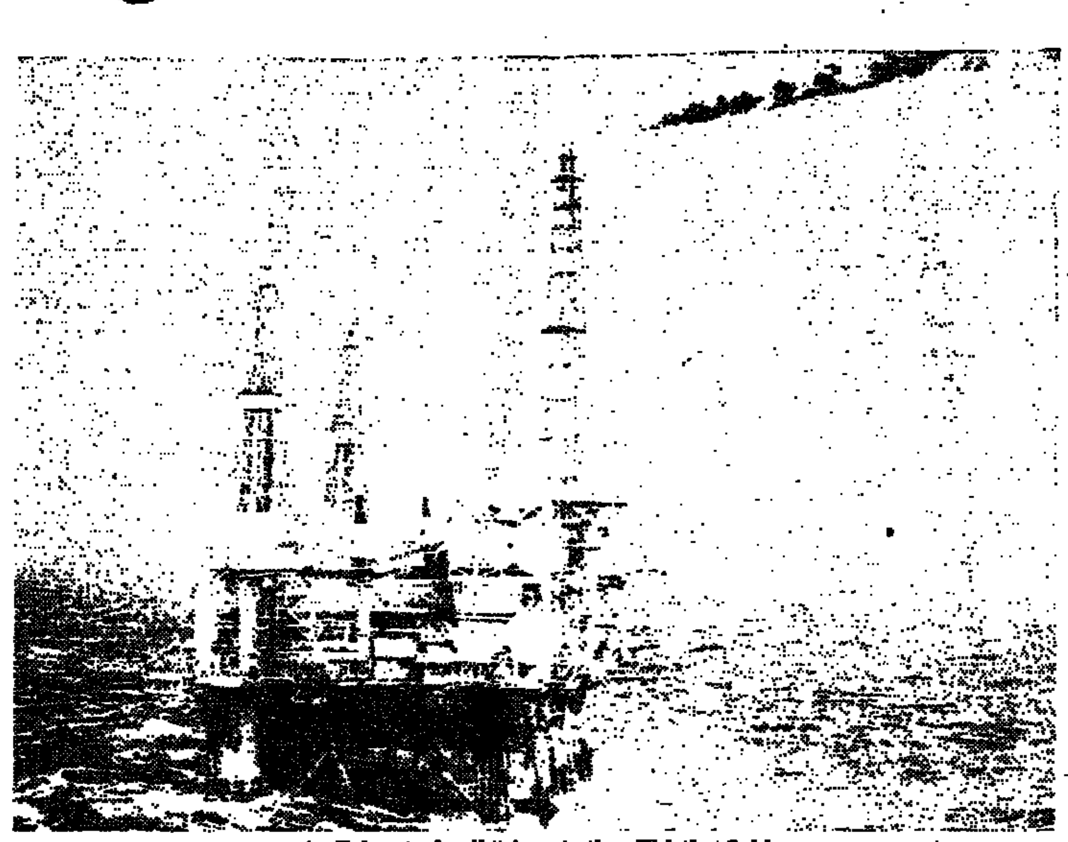
The turnround reflects the fact that far from providing a stream of earnings from which to pay dividends, the commercial companies have in the past two years been a leech on Tricentrol's resources.

The turning point came in 1978, when profits began to flow from its share in the Thistle oil field. In that year, pre-interest income from the commercial companies covered dividend payments more than four times. In the following two years, earnings from Tricentrol's commercial interests were about a third of the dividend bill.

The interest burden shouldered by Tricentrol on behalf of its commercial operations was also growing quickly during these years. During 1979 the commercial division increased its overdraft and short-term borrowings by £7.9m.

Tricentrol's report for the year ending December, 1980, shows that more than two-thirds of the group's £5.6m interest bill was attributable to its commercial operations. The interest charges on the commercial division for 1980 alone exceeded the income generated by those companies in 1979 and 1980.

At the end of 1980, the commercial side had hefty borrowings. Outside debt of nearly £15m was supported by equity capital and group loans of £20.4m.



A Tricentrol oil rig at the Thistle field.

During the three years from 1978 to 1980, the group spent nearly £20m on its commercial operations which during that time produced an income pre-interest of £5.2m, after losses of £1.39m in continental Europe. The bulk of this money was spent on acquisitions which were completed in the first quarter of 1980.

Cableform Group, a designer and manufacturer of components and systems for the control of electric vehicles, was bought *for £4.3m in January*. Two months later, Tricentrol spent £6m on the purchase of the hardware division of R and G Cuthbert, and in the same month the group entered a commitment to buy Stevens Travel, a specialised hire operator in Europe of motor caravans, for £2m.

The final acquisition was completed as late as Christmas week last year, when Tricentrol paid around £240,000 to Ash and Lacy for Andrew Charles, wholesalers of hardware and garden supplies. The remainder of the funds channelled into the commercial side consisted of £6.5m in the form of capital expenditure and about £850,000 in development spending.

Not only was the cash haemorrhage from the group's commercial operations growing last year but Tricentrol's attempts to acquire new oil and gas interests in North America, in the face of lower than anticipated production from Thistle, were being hindered by its image as an oil company weighed down by unattractive commercial interests.

Last July, when the group raised $50m by the issue of 3m American depositary shares in the U.S. and Canada, Mr. Longcroft said he planned to make a U.S. acquisition *before the* year-end. In the event, Tricentrol's chairman failed to meet his self-imposed deadline, saying simply that "a number of opportunities were turned down on the grounds of poor quality and high price."

After several meetings, the board opted for a demerger which it announced two months ago when its preliminary figures were released. At that time Mr. Longcroft expressed the hope that separately the two companies would grow faster than together and that a "clean" energy company would find it easier to make acquisitions in the U.S.

The newly hived-off commercial company would receive a capital injection of at least £5m, shift its emphasis to high technology (under which label Cableform was included), and would be marketing a data retrieval and storage system in 1982. The stock market initially responded warmly to the demerger proposals. Tricentrol's shares gained 22p on the day to close at 306p, but in a weak oil sector the shares fell back beneath the 300p mark the following month.

Mr. Hearne, newly ensconced as Tricentrol's oil mogul in Capel House, is nonplussed by the market scepticism of the commercial group's high technology products. "The *demerger will give the new commercial company a chance to show its paces* and the shareholders the opportunity to reap the rewards of the group's investment," he *says*. No management changes are anticipated on the commercial side, nor will any of its 3,000 or so staff be made redundant.

Clearly, Mr. Hearne's own *sights are firmly set across the* Atlantic. He spent a week in the U.S. in March and plans to build up the group's Denver office to handle Tricentrol's growing U.S. oil and gas interests. A U.S. acquisition remains a possibility, and, in the meantime, Mr. Hearne is concentrating on building up the group's U.S. acreage until it reaches what he calls "critical mass." In Canada much will depend on the Government's Canadianisation plans but Tricentrol does not rule out the possibility of setting up a joint venture with local equity.

Mr. Hearne is ambiguous on the question of the group's UK strategy. "I am keeping my eyes open to acquisitions in the UK, as well as in the U.S. The question is: Do they have interests which make sense to our own exploration people, and if they do, is the price we have to pay one that can be justified to shareholders? If it can, then I believe in being opportunistic but I won't go on a wild spending spree." He also hints that Tricentrol might branch out into other energy sources, such as coal, at a future date.

The initial reaction from shareholders to the demerger plan was "very favourable" according to Mr. Hearne, "but the group would not go ahead unless it felt there was a *groundswell of opinion in its* favour."

Tricentrol clearly sees its future as an international energy group and is willing to pay a £5m maintenance fee to ensure a friendly divorce from its UK and continental commercial interests.

CONTRACTS

King's Lynn by-pass extension

A £5m by-pass contract in Norfolk has been awarded to **ROADWORKS (1952)**, civil engineering division of Jackson Group. The new road is 11 km long extending the A17 King's Lynn by-pass to the Lincolnshire border.

*

AMALGAMATED POWER ENGINEERING has been awarded a contract worth about £4m to supply the main cooling water circulating pumping system for Torness nuclear power station by the South of Scotland Electricity Board. Work is scheduled to start on site in March 1982, with two of the pumps being commissioned in April 1985 and the remaining two in March 1986.

*

An order worth £1.1m has been won by Sheffield-based ***GEO. ROBSON AND CO.*** The contract, awarded by the Dublin Post and Telegraph Engineering Branch involves stripping out an existing mechanised parcel and letter office, modifying existing civil work, and replacing old equipment with new parcel storage units. When completed, the office will be capable of handling 4,000 parcels every hour.

*

WESTCODE SYSTEMS (Westinghouse Brake and Signal Company, a member of the Hawker Siddeley Group) is to supply a computerised automation system worth about £600,000 to the West Sussex water and drainage division of the Southern Water Authority. It will monitor and control a new water treatment works at Hardham, near Pulborough, Sussex, which is being designed and constructed by Paterson Candy Holst, Ealing.

*

GRUNDY AND PARTNERS, Stroud, has been awarded, against strong competition, a contract worth nearly £500,000 for the "A" link electrical cable which is used on board HM submarines. The cable, which has over 50 separate connections, operates underwater and must withstand very high pressures in the submarines' torpedo launching tubes.

*

The effluent treatment company of the Dewplan Group, Stockport-based **DEWPLAN (ET)**, has orders worth over £300,000 for the design, supply and installation of effluent treatment plants. The largest at over £180,000, is for the pre-treatment of effluent from potato crisp manufacture for Walker Crisps new factory at Beaumont Leys, Leicester.

*

A £250,000 contract has been awarded to **WATFORD CONTROL INSTRUMENTS** by the independent broadcasting authority to supply ac voltage stabilisers for the Fourth Channel Television transmitters. Three-phase floor standing units rated at 125 kVA *or* 90 kVA together with single-phase rack mounted units of 7.5 kVA rating for the ancillary load will be used to deal with the power supplies to 47 main uhf transmitting stations throughout the UK.

*

Initial orders totalling over £300,000 have been obtained by **INTERNATIONAL COMPUTERS** for the new Key Edit Series 2 data entry system. An order, valued at £86,000, has been placed by Dowty Rotol, and includes a main processor with 256Kbytes of store, a slave processor with an additional 64Kbytes of store, 240Mbytes of disc backing store, one 600 lines per minute printer and 20 keystations. The equipment will be used for the preparation of data on production activities in Dowty's Gloucester factory, prior to processing on two ICL 2960 computers installed in the company's offices in Cheltenham. A similar system, but with 80Mbytes of disc backing store, valued at £60,000, has been ordered by International Stores for installation in Bracknell.

*

BSC TUBES DIVISION is supplying 72 miles of pipe required for the Esso Petroleum Company's south-east pipeline project, due to start shortly. Made at Hartlepool, the 10 inch welded pipe will be laid from Alton in Hampshire to Purfleet in Essex, via Gatwick. It will connect at Alton with an existing Esso pipeline at Fawley Refinery and will be used to supply Gatwick Airport with aviation fuel and the Esso distribution terminal at Purfleet with petrol, paraffin and diesel fuel. The pipeline is due to go into service in 1982.

*

A contract to build four heavy-duty dragline buckets valued at £420,000 has been awarded to **WEIR ALLOY PRODUCTS**, Leeds, by the National Coal Board opencast executive. The buckets, some of the largest to be built in Britain, will each be of 36 cu. yds. capacity and will be supplied fully rigged with chain and other fittings for use with two electric walking dragline machines (one bucket in use and one on standby for each machine) recently ordered by the NCB. Each fully-rigged bucket will weigh 37 tonnes and will be able to remove 40 tonnes of overburden at each bite.

*

A contract worth £4m has been secured by the railway brake division of **LUCAS GIRLING**. The order is for the supply of disc brakes to British Rail for its new Class 510 passenger carrying electric multiple units, which is the next phase of its Southern Region modernisation programme.

*

INTERNATIONAL COMPUTERS has won a £200,000 order for computer equipment and software from Lancashire Tar Distillers. The order comprises an ME29 computer with ½m bytes of main store, four visual display units, and three 7502 terminal processors. The ME29 computer will be located in Lancashire Tar Distillers' head office in Cadishead, Manchester, and the 7502 processors will be installed in the regional offices in Liverpool, Preston and Salford, with direct links to the main computer.

NOTICE OF REDEMPTION
To the Holders of

Queensland Alumina Holdings N.V.

6½% Secured Bonds Due 1982

NOTICE IS HEREBY GIVEN that pursuant to the provisions of the Queensland Alumina Holdings N.V. Collateral Trust Indenture dated as of June 1, 1967, as supplemented, U.S. $2,037,000 principal amount of the above described Bonds have been selected for redemption on June 1, 1981, in lieu of a redemption for the purpose of the Sinking Fund, at the principal amount thereof, together with accrued interest to said date, each in the denomination of $1,000 bearing serial numbers with the prefix letter "M" as follows:

OUTSTANDING BONDS BEARING SERIAL NUMBERS ENDING IN ANY OF THE FOLLOWING TWO DIGITS:

04	09	13	16	23	36	39	44	61	64	66	72	74	76	82	90	94	96	98
07	12	14	22	27	38	42	45	62	65	71	73	75	79	84	91	95	97	99

ALSO BONDS BEARING THE FOLLOWING SERIAL NUMBERS:

4	578	1578	2578	6378	9678	11878	13578	16078	17478	17878	18178	18978	19378	19878
278	1278	1778	2878	8178	11378	12978	14178	16378	17578	17978	18778	19078	19478	19978
378	1478	2178	3078	8678	11678	13078	14778	16478	17678	18078	18878	19278	19678	

On June 1, 1981, the Bonds designated above will become due and payable in such coin or currency of the United States of America as at the time of payment shall be legal tender for public and private debts. Said Bonds will be paid, upon presentation and surrender thereof with all coupons appertaining thereto maturing after the redemption date, at the option of the holder either (a) at the corporate trust office of **Morgan Guaranty Trust Company of New York, 30 West Broadway, New York, New York 10015**, or (b) subject to applicable laws and regulations, at the main offices of Morgan Guaranty Trust Company of New York in Brussels, Frankfurt (Main), London or Paris or at the main offices of Bank Mees & Hope NV in Amsterdam or Banque Internationale à Luxembourg S.A. in Luxembourg or Credito Romagnolo S.p.A. in Milan. Payments at the offices referred to in (b) above will be made by check drawn on, or by a transfer to a dollar account maintained by the payee with, a bank in New York City.

Coupons due June 1, 1981 should be detached and collected in the usual manner.

On and after June 1, 1981 interest shall cease to accrue on the Bonds herein designated for redemption.

QUEENSLAND ALUMINA HOLDINGS N.V.
By WILLIAM HOBBS, *Managing Director*

Dated: April 30, 1981

NOTICE

The following Bonds of U.S. $1,000 each previously called for redemption have not as yet been presented for payment:

M-2641 4321 4325 5349 6449 7315 6756 8756 12150 13368 13369 13649 13550 16919 16921 16924

Ford and Chrysler stay in loss for first quarter

BY IAN HARGREAVES IN NEW YORK

FORD MOTOR Company and Chrysler Corporation, the second and third largest U.S. motor companies, have reported large first-quarter losses. Ford recorded its sixth consecutive quarterly deficit which, at $439m after taxes, compared with the net loss of $163m in the same period of 1980. Chrysler suffered a $298.4m first-quarter loss, its ninth consecutive quarterly loss. In the 1980 first quarter its loss was $449m.

Ford achieved the unwelcome distinction of recording the heaviest first-quarter loss of any of the U.S. motor companies, although it expects a "substantial improvement" in the second quarter and an advance in most major markets in 1981.

The big problem area for Ford continues to be its North American automotive division. U.S. operations lost $395m in the first quarter and Canada lost $61m in spite of a tight costs reduction programme in each country.

Outside North America, Ford posted a small profit but the company did not provide a breakdown of results for its European subsidiaries. It did, however, point out that it had enjoyed a recovery in the West German market.

Chrysler's loss, slightly higher than forecast, provided a clear illustration of the cost it is paying for the extra market share it has gained in the U.S. this year through the large cash rebates offered on most of its cars.

With unit sales of 305,133, down from 328,917 in the 1980 first quarter, Chrysler lost $993 on every vehicle it sold. This understates the loss per vehicle in the U.S. because Chrysler's Mexican subsidiary is believed still to be highly profitable.

Sales for the quarter were $2.43bn, compared with $2.35bn.

The company said it was on schedule in its rebuilding programme and that it had "exceeded the sales objective established in the operating plan so far in 1981."

It added that Chrysler did not expect to require any further borrowings under its programme of Federal loan guarantees, although there are doubts that the remaining $300m authorised, but not yet drawn, could be released because of Chrysler's need to provide adequate matching funds from other parties.

Cummins Engine boosted by currency translations

BY OUR NEW YORK STAFF

CUMMINS ENGINE, the large manufacturer of diesel engines, had record first quarter earnings, boosted by a big gain in foreign currency translation and an improvement in operations both in the U.S. and Britain.

Cummins said it earned $23.8m on sales of $512.2m in the quarter, compared with profits of only $2.6m on sales of $410.9m in 1980, which was a difficult year for Cummins as the company struggled to restructure its product line during a severe recession in the U.S. truck industry.

Profits from operations contributed $21.2m of the first quarter net, with $12.6m flowing from currency exchange—a result of the pound's steady weakening against the dollar in the period.

Mr. Henry Schacht, chairman, said operating results improved because of Cummins's success in pushing through price increases, cost controls, slightly higher volume and a better mix of engine sales as demand strengthened for higher horsepower engines, especially from the booming U.S. energy exploration industry.

Last year, Cummins achieved price increases worth 11.2 per cent on engines world-wide and recently implemented another 6 per cent increase on U.S. engine prices.

UK operations, which lost money last year, were profitable in the first quarter, following a reduction in costs through lay-offs. The company said there had also been some modest improvement in demand recently, especially for the heavy engines made in Daventry and for the small engines, made chiefly for export, at Darlington.

Ashland in coal talks with Europeans

By Our New York Staff

ASHLAND OIL, the U.S. oil refiner, is negotiating with two European companies on the sale for around $164m of a 40 per cent interest in its Ashland Coal subsidiary.

Ashland, a large independent U.S. refiner, did not name the two European concerns on the grounds that no final agreement had yet been reached.

Ashland in 1978 and 1979 sold industrial and oil production activities for a total of $1.2bn, to concentrate activities on refining.

Ashland's earnings have recently been severely hit by the sluggish petroleum products market and last week it reported sharply lower earnings for the first half of its current fiscal year of $27.5m compared with the $123.3m in the corresponding period the year before.

$50m convertible launched for Gillette

By Francis Ghilès

A $50m 15-YEAR convertible with an indicated coupon of 8¼-8¾ per cent and a premium of 10-15 per cent was launched yesterday for Gillette Overseas Finance through Credit Suisse First Boston. Another convertible—for $12m—was expected last night, to be launched through Merrill Lynch for Hexcel, the U.S. aviation technology company.

Meanwhile, the coupon on the convertible for CSWI International Finance was set at 9 per cent after the amount of the issue had been cut 25 per cent to $15m by Shearson Loeb Rhoades, the lead manager.

With a few exceptions, convertibles appear to be one of the only forms of dollar-denominated paper that will sell in the international bond markets at present. But demand is nothing like that of last autumn, despite the buoyancy of many stock markets.

Further rises in U.S. interest rates again pushed the prices of fixed interest dollar bonds down slightly yesterday, but the market was more steady than earlier in the week.

In New York, Salomon Brothers have set the terms on the $100m five-year Yankee bond for Venezuela: they include a coupon of 14¾ per cent and a price of par.

The yield on the World Bank's £100m five-year bulldog bond has been set at 13.67 per cent, lead manager Baring Brothers said. This is 50 basis points above the yield yesterday afternoon on the 12 per cent Treasury 1986 UK Government bond. The coupon has been set at 13.5 per cent, with an issue price of 99.486 per cent.

The applicatio nlist for the issue opens and closes today.

Prices of D-Mark foreign bonds were a little weaker yesterday while Swiss franc bonds lost about ½ points on the day.

Venezuela quashes credit rumours

By Peter Montagnon, Euromarkets Correspondent

SR. CARLOS ZUBILLAGA, Venezuela's Director of Public Credit, has acted to quash Eurocredit market rumours that the country plans to launch a $2bn to $3bn credit later this year.

The rumours intensified recently with reports that some major banks were starting to assemble consortia to handle the transaction.

Sr. Zubillaga said, however, that this was an attempt to pre-empt a decision on Venezuela's part. In fact Venezuela does not consider a loan of this size to be appropriate, he said.

Moreover the government still lacks Congressional approval for new large scale medium-term international borrowings, he said, and this will take at least until June or July.

Once it is forthcoming the Republic may bring a loan to the market, but only for an amount of around $1bn, he added.

Part of the proceeds would be used to refinance the short term debt of Venezuelan state agencies as well as to pay for new public sector projects.

Proposals covering both these areas are before Congress at the moment, but Sr. Zubillaga said that Venezuela will not raise all the external finance required in one go.

In the year following Congressional approval of the proposal, Venezuela and its public sector agencies will need to raise some $2.5bn in fresh money, but some will come from domestic sources and a significant portion from international bond issues, he said.

Separately Venezuela will seek to refinance some $4bn of the total $10bn in short term debt amassed by public sector agencies.

Venezuela's short term international debt has been a source of controversy in the Euromarkets for some time because of what bankers describe as poor management by the borrowers which has led to late payments of both interest and principal.

Optimism at Merrill Lynch

By Our Financial Staff

MERRILL LYNCH and Company, the largest Wall Street brokerage firm, is "fairly optimistic" for the remainder of 1981.

Mr. Roger E. Birk, the chairman, told the annual meeting that 1981 should be good, "but I want to caution you that we are, of course, up against some exceptionally strong comparisons."

Merrill Lynch recently reported a 31 per cent increase in net income for 1981's first quarter to $45.2m, or $1.17 a share. In the 1980 year, it earned $203.3m, or $5.51 a share.

EQUITABLE LIFE OFFERS CASH MANAGEMENT

Insurance group challenges banks

BY PAUL BETTS IN NEW YORK

THE U.S. commercial banking industry, already facing growing competition from investment houses and large financial services companies in its traditional lending and money management businesses, faces a new challenge from the Equitable Life Assurance Society, the third largest U.S. insurance company.

The insurance company, which has already started offering a money market mutual fund, is planning to offer cash management services to U.S. companies—a field traditionally dominated by the large U.S. banks.

Equitable has already asked the New York State Insurance Department for permission to go ahead with its corporate cash management programme. The system would be similar to a corporate current account managed by the insurance company which would process and place at high money market rates short term cash held by corporations.

Equitable already handles such a system for its own use in collecting insurance premiums from policy holders.

The proposals by the large U.S. insurance group is the latest example of the dramatic changes now taking place in the U.S. banking and financial services industry, where the traditional barriers separating commercial banks from other types of financial institutions are now being broken down.

This significant trend has given additional momentum in recent weeks by the spate of major take-overs of Wall Street securities firms including the $385m acquisition of the Bache Group by the Prudential Insurance Company of America and the proposed acquisition by American Express of Shearson Loeb Rhodes for more than $800m.

For its part, the Reagan Administration indicated this week its support for swifter deregulation of the U.S. banking industry. Mr. Donald Regan, the Treasury Secretary, told the Senate Banking Committee this week that all depositary institutions should be on an "equal competitive footing."

He indicated that he favoured the lifting of regulations which at present prevent banks and savings institutions from competing with the highly popular money market mutual funds offered by several leading financial institutions. These funds, which have so far attracted nearly $120bn from investors, offer far higher interest rates as they are free from federally imposed interest rates ceilings and from the ban on interstate banking.

Although major commercial banks are seeking to offer customers higher interest yielding investment devices, such as Citibank's so-called easy access certificates of deposit, they have complained that they are at a competitive disadvantage because other financial institutions are not restricted by current regulations like the Glass-Steagall Act and the McFadden Act. The Glass-Steagall Act of 1933 separates commercial banking from investment banking, while the McFadden Act prohibits interstate banking.

But Mr. Reagan stated this week that "GlassSteagall definitely should be revised" Moreover, to make the banking industry in general more competitive, he said, the Government should seek to eliminate interest rate controls and other restrictions on lending by savings banks.

The Administration was also discussing actively the issue of whether commercial banks should be allowed to underwrite revenue bonds. He added that the Administration would take a position "within a couple of months." He said the Government was also reviewing its position on the McFadden Act.

U.S. Steel advances sharply

BY OUR NEW YORK STAFF

FIRST QUARTER net earnings of U.S. Steel, the largest American steel company, reached $270.9m or $3.06 a share, more than double the $126m or $1.45 a share it earned in the first three months of last year. But first quarter sales were virtually flat at $3.4bn compared with $3.2bn in 1980.

Mr. David Roderick, chairman of U.S. Steel, said that all lines of his company's business had operating profits in the first quarter. These improvements reflected continued strong demand from energy related markets, performance improvements, particularly in steel, higher interest income as a result of increased cash availability, and gains from the sale of under-utilised assets, mainly the Manor coal property in south-west Pennsylvania.

Mr. Roderick added that during the first quarter "continued emphasis was placed on converting under-utilised assets in cash for more profitable redeployment." Earnings from these transactions totalled $140.6m.

None the less, despite this substantial contribution to first quarter net earnings, operating income in the period totalled $198.5m compared with $125.9m in the same period last year.

Slowdown in growth at Sperry

BY OUR NEW YORK STAFF

SPERRY, the diversified U.S. electronic group, lifted net earnings for the financial year ended March 1981 by 13 per cent, although the rise in the last quarter was only 6.2 per cent.

Earnings for the full year totalled $313m or $7.68 a share on revenues of $5.4bn compared with $277.1m or $7.60 a share on sales of $4.8bn the previous year. In the last quarter, earnings totalled $92.9m on revenues of $1.5bn against $87.5m on $1.4bn in the same period of 1980.

Although this was Sperry's ninth consecutive year of record earnings and revenues, Mr. Paul Lyet, chairman, said high interest rates, adverse weather conditions for farmers and volatile foreign currency movements could combine to interrupt quarterly growth this year. But, he added that he expected another year of continued "record earnings and revenue in fiscal 1982."

Sperry said its computer, aerospace and defence businesses performed strongly last year.

Backlog of order at the end of last month totalled $3.5bn or 4 per cent more than last year. Orders were up 24 per cent in the last quarter and 6 per cent for the year.

Sperry Univac computer orders were up 28 per cent for the quarter and 14 per cent for the year. Orders at Sperry New Holland, the farm equipment division, were up 33 per cent for the quarter and down 14 per cent for the year.

U.S. Quarterlies Page 34

French trading group boosts earnings

By David White in Paris

COMPAGNIE Française de l'Afrique Occidentale, the French trading group, increased consolidated profits last year by 10.4 per cent to FFr 156.8m ($31.4m).

The company says that the upturn understates the improvement in performance last year, because the FFr 142m profit registered in 1979 included some FFr 14.5m of exceptional items. Subtracting these figures, 1980 profits growth would have amounted to almost 23 per cent.

Turnover went up by 11.7 per cent to FFr 7.4bn.

The most buoyant sectors of activity were in building materials and in machinery distribution.

Marsh profit up

Earnings rose from $27.2m to $33.3m or 91 cents a share in the first quarter at Marsh and McLennan, the world's largest insurance broker, writes our Financial Staff. Revenues advanced from $155.6m to $218.8m. The figures include profits of C. T. Bowring, the UK broker acquired in June 1980.

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of these or other bonds see the complete list of Eurobond prices which will be published next on Thursday, May 14. Closing prices on April 29

U.S. DOLLAR STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Am. Air. 15¾ 88 (WW)	55	99⅞	100⅜	+0⅛	−0¼	15.19
Amoco 13¼ 88	75	93	93½	0	−0⅞	14.86
CIBC 14½ 84	185	98⅜	98⅞	−0⅛	−0⅝	15.08
CNE 12⅞ 91	100	88⅝	89¼	−0⅞	−1⅛	14.98
Citicorp O/S Fin. 10 86	300	82½	83	−0⅜	−1⅛	15.00
Citicorp O/S Fin. 12 87	200	87	87½	−0⅝	−2¼	15.18
Con. Illinois O/S 9¾ 86	150	81½	82	0	−0⅜	15.06
Dupont Canada 13½ 91	65	92⅛	92⅝	−0⅛	−1½	15.00
EEC 11 95 (May)	75	78⅝	79⅛	0	−1½	14.61
EEC 11 95 (August)	70	76¾	77¼	−0½	−2⅛	15.02
EIB 12¾ 89	75	89	89½	−0⅛	−1⅛	15.16
Eldorado 13¼ 86	50	93⅝	94⅛	0	−0¼	15.08
Elec. de France 10 88	125	78⅝	79⅛	0	−1¼	14.98
Elec. de France 13 88	125	92¼	92¾	0	−0⅜	14.79
Export Dv. Cpn. 9½ 86	150	81½	82	−0⅛	−0⅞	15.15
Fed. Bs. D 12¾ 85 (N)	50	91⅛	91⅝	−0⅛	−0⅜	14.93
Fin. Exp. Credi 10½ 85	50	84⅝	85⅛	+0⅛	−0⅝	15.67
Finland, Rep. of 9½ 86	100	80½	81	0	−0⅜	15.37
Ford Credit O/S 14⅛ 83	150	96¼	96¾	+0⅛	−1⅞	16.25
Ford Cr. O/S Fin. 16 84	150	98⅞	99⅜	0	−2½	16.32
Gaz de France 13½ 86	80	95½	96	−0⅜	−1	14.76
GMAC O/S Fin. 12 87	100	86⅞	87⅜	0	−1	15.30
GMAC O/S Fin. 12⅞ 88	100	89⅞	90⅛	0	−0⅞	15.28
Gen. Mtrs. A/S 11¾ 87	100	85¾	86¼	−0⅛	−1⅛	15.25
Genstar 14¾ 91	50	97⅛	97⅞	+0⅛	+0¼	15.22
GTE Fin. 13⅛ 88 (WW)	50	98⅛	98⅝	0	−1	14.81
Hudson's Bay 11½ 90	75	81⅞	82⅜	−0⅛	−0⅞	15.23
IBM Wld. Trade 12½ 88	200	93⅜	93⅞	+0⅛	−0⅜	14.05
Newfoundland 13½ 90	60	91⅝	92⅛	0	−2⅛	15.20
Nova Scotia 10¾ 90	50	79½	80	0	−0⅜	14.90
OKB 10 85	50	84⅞	85⅜	0	−1⅛	14.97
Ontario Hydro 13½ 91	100	92¼	92⅝	−0⅛	−1⅛	15.00
Quebec Hydro 11½ 92	100	80¼	80¾	−0⅛	−2½	15.22
Quebec Hy. 13 91 (WW)	100	89	89½	+0⅛	−1⅛	15.14
Rowlease 11¾ 85	50	88⅜	88⅝	+0⅛	−1¼	15.21
SNCF 12⅞ 85	60	93	93½	−0⅛	−0⅝	14.69
SNCF 13 91	75	91¼	91¾	+0⅛	−0⅞	14.66
Sth California Ed. 14 87	50	96½	97	+0⅛	−0⅛	14.84
Sven Handelsbk. 13¾ 88	45	93⅞	94⅜	+0⅛	−0⅜	15.17
Sweden 12¾ 85	150	90½	91	0	−1	15.36
Swed. Ex. Credit 12 83	50	93⅜	93⅞	0	−0⅝	15.23
Swed. Ex. Credit 13 86	75	91⅜	91⅞	0	−1	15.58
Trans O/S Fin. 14 86	50	95¾	96¼	−0⅛	−1	15.19
World Bank 9¾ 85	200	84½	85	−0⅛	−1⅛	14.93
World Bank 10¼ 87	300	81⅞	82⅜	+0⅛	−1	14.87

Average price changes... On day 0 on week −1⅛

DEUTSCHE MARK STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Asian Dev. Bk. 8⅜ 90	100	89¾	90¼	−0½	−0⅜	10.04
Australia 8⅜ 90	250	95½	96	+0½	0	8.83
Austria, Rep. of 8¾ 92	150	89⅜	89⅞	+0⅛	+0⅛	9.80
CECA 7⅞ 92	150	†87⅞	88⅜	−0⅛	+0⅛	9.65
CECA 10 91	120	†101¾	102½	−0⅜	−0½	9.65
Cll-Honeywell 8⅜ 90	125	†90½	91¼	+0⅛	+0⅜	9.91
EIB 8⅞ 90	200	90¾	91¼	−0⅛	−0½	10.00
EIB 10½ 91	200	†102¼	103	+0⅛	+0½	10.06
ESCOM 9¾ 87	100	93⅞	94⅜	+0⅛	+0⅛	10.49
Iberduero SA 9 90	100	†94¾	95½	−0⅛	+0⅛	9.81
Ind. Bk. Finland 8½ 90	50	†89¼	90	−0⅛	−0⅝	10.24
Int.-Amr. Dv. Bk. 10 91	100	†99	99¾	−0⅛	−0⅛	10.09
Japan Air Lines 8¼ 87	100	92	92½	−0⅛	−1	9.76
Japan Dev. Bank 7⅛ 87	100	89½	90	0	−0⅛	9.86
Kobe, City of 8 90	100	89¾	90½	−0⅛	−0⅞	9.66
Midland Int. Fin. 8½ 90	180	92⅛	92⅝	−0⅛	−0½	9.75
Nuclebras 9¾ 88	100	†90½	91¼	+0⅛	−1⅛	11.63
OKB 8⅛ 92	150	†89¾	89½	+0⅛	0	9.89
Oslo, City of 8⅛ 90	80	†95	95¾	+0⅛	+0⅛	9.54
Venezuela, R. of 9⅛ 90	150	94½	95	−0⅛	−0⅛	10.63
World Bank 8 90	700	87⅛	88⅛	−0⅛	−0⅛	10.05
World Bank 10 86	150	101⅛	101⅞	0	0	9.61
World Bank 10 90	200	100⅞	101⅜	0	−0⅜	9.78

Average price changes... On day −0⅛ on week −0⅛

SWISS FRANC STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Austria, Rep. of 5½ 90	100	89½	89¾	0	+1⅛	6.92
BFCE 6½ 91	100	99	99⅜	−0⅛	−1⅛	6.62
Bayer Int. Fin. 5¾ 92	100	†90¾	91¼	+0⅛	−0⅛	6.38
Bergen, City of 6 90	50	93	93½	+0⅞	−1	7.03
Buhrm'-Tetterode 7 90	40	100⅛	100½	0	0	6.94
Copenhagen Tele 5¾ 90	80	88	88½	−0½	−1	7.53
Denmark 5¾ 90	80	†87	88	0	−2	7.69
Dome Petroleum 5½ 91	100	93⅜	94	−0½	−0⅞	6.62
Elec. de France 5¾ 90	100	90¼	90½	+0½	−0⅛	6.85
Eurofima 5¾ 92	80	†98½	99½	+0⅞	0	5.87
F. G. H. Hypo. Bk. 6 90	50	93⅛	93⅝	+1	−1⅛	6.99
Finland, Rep. of 5¾ 90	80	84⅛	84½	−3½	−3½	8.07
Int.-Amer. Dev. 7 90	80	99⅜	99⅞	−0⅜	−0½	7.04
Japan Dev. Bank 5¾ 90	100	†93	94	−0⅛	−2⅜	6.69
Jutland Tele. 5½ 90	50	86⅜	87½	0	−0⅜	7.57
Mt. Blanc Tunnel 5½ 90	60	†88	90	0	−1½	7.15
Newag 5½ 90	80	†90	90½	−0⅜	−1⅛	7.23
Norges Komm. 4¾ 91	100	78¾	79	−1¼	−3½	7.33
OKB 6 90	100	91	91¼	−1⅛	−3⅝	7.39
Oslo, City of 4¾ 91	100	80⅛	80⅝	+0⅛	+2¼	7.07
Oslo, City of 5⅞ 90	80	90½	90¾	−1⅛	−1½	7.27
Philips Lamps 5¾ 92	100	87	87½	−0⅞	−1⅞	6.91
Sekisui Pre Hms. 6 90	80	†95	95¾	−1	−0⅜	6.73
Trade Dev. Fin. 6⅛ 90	50	90¼	90¾	−1⅛	−3⅜	7.57
Voest-Alpine 5⅜ 90	80	90½	91	−0⅛	−0½	7.13
World Bank 6 91	100	92¾	93	−0½	−0⅛	7.03

Average price changes... On day −0⅛ on week −1⅛

YEN STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Australia 8 83	30	93⅛	94⅛	0	+0⅛	8.55
Australia 8½ 88	20	87⅜	88⅜	0	0	8.95
EIB 7¾ 88	12	93½	94½	0	+0⅛	8.78
Finland 5½ 83	10	92⅞	93⅞	0	−0⅛	8.85
Finland 6⅜ 88	10	87⅜	88¾	+0⅛	+0⅛	9.15
Finland, Rep. of 8⅛ 87	15	88⅞	99⅞	0	0	8.50

Average price changes... On day 0 on week 0

OTHER STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Bell Canada 10¾ 86 C$	60	88½	89½	−0⅛	−2	13.71
CIBC 8½ 85 C$	50	94½	95⅛	−0⅛	−0⅛	15.28
CIBC 1½ 85 C$	60	88	89	−0⅛	−1½	15.36
Federal Dev. 11½ 90 C$	60	†82½	83	−0⅛	−1½	15.05
Fst. Can. Inv. 10 84 C$	50	†86½	87	−0⅛	−0⅛	15.86
R. Bk. Canada 10 86 C$	40	91	92	0	−0½	12.36
Tordm. Cpn. 13½ 85 C$	30	†94½	95⅛	0	−1⅛	15.28

OTHER STRAIGHTS (continued)	Issued	Bid	Offer	Change on day	Change on week	Yield
Mt. Bk. Dnmk. 9 91 EUA	25	90¾	91½	0	0	10.45
SOFTE 8¾ 89 EUA	40	86¾	88	+0¼	+0⅛	10.68
U. Bk. Nrwy. 9½ 90 EUA	18	97	98¼	0	0	9.91
Algemene Bk. 10¼ 86 Fl	60	96½	97	−0⅜	−0¼	11.13
Bk. Mees & H. 10 85 Fl	75	96⅜	96⅞	0	−0½	11.00
Heineken NV 10 87 Fl	100	94½	95	−0⅛	−0½	11.20
Nat. Nedrlndn. 10 88 Fl	60	94½	95	−0⅛	−0⅛	11.12
Ned. Midd. Bk. 10 85 Fl	75	97⅛	97⅝	0	−0⅜	10.75
Pierson 10¼ 86 Fl	50	96½	97	−0⅜	−0¼	11.13
Aero Paris 13⅛ 87 FFr	150	93½	94½	−0⅛	−0⅛	14.60
Charb'nages 13⅞ 85 FFr	400	97⅜	98⅜	−0⅛	−0⅛	14.39
CECA 14⅛ 86 FFr	150	99½	100½	+0⅛	+0⅛	14.23
EIB 14¼ 88 FFr	300	98⅞	99⅜	−0⅛	−0⅛	14.41
Gaz de France 11 84 FFr	150	91⅛	92⅛	+0⅛	+0⅛	14.02
La Redoute 14⅛ 85 FFr	125	95¼	96¼	0	+0½	15.65
OKB 14 86 FFr	400	98⅜	99⅜	−0⅛	−0⅛	14.29
Solvay et Cie 14¾ 85 FFr	200	102⅞	103⅞	−0⅛	+0⅛	13.87
Utd. Mex. Sts. 14 85 FFr	150	96⅝	97⅝	−0⅛	−0⅛	14.96
Acona 14 85 £	20	95¾	96¼	0	−0⅛	15.20
Beneficial 14½ 90 £	20	93¾	94¼	−0⅛	−0⅛	15.44
BNP 13½ 91 £	15	95⅝	96⅛	+0⅛	−0⅛	14.27
CECA 13½ 88 £	20	96	96½	0	−0½	14.30
Citicorp O/S 13½ 90 £	50	95¾	96½	0	−0½	14.27
Fin. Exp. Cred. 13¾ 86 £	15	97⅜	96¼	−0½	−0⅛	14.36
Gen. Elec. Co. 12½ 89 £	50	93½	94¼	−0⅛	−0⅛	13.80
Hiram Walker 14¾ 86 £	25	97⅞	98⅜	0	−0⅛	14.80
Privatbanken 14½ 88 £	12	96⅞	97⅜	+0⅛	−0⅛	15.19
Rothschild 14⅛ 90 £	12	97⅜	98⅜	+0⅛	+0⅛	14.56
Royal Trustco 14 86 £	12	99⅛	99⅝	+0⅛	0	14.15
Swed. Ex. Cr. 13¾ 86 £	20	97⅜	98⅛	−0⅛	−0⅛	14.36
Banobras 8⅛ 90 KD	7	†91½	92	0	0	9.67
CCCE 8⅜ 91 KD	10	†83¾	84½	0	0	10.83
Sonatrach 8½ 90 KD	12	†94¾	95¼	0	0	9.35
Akzo 9¾ 87 LuxFr	500	86	87	+0⅛	+0½	12.36
Euratom 9¾ 88 LuxFr	500	89⅞	90⅞	0	+1½	11.89
Eurofima 10½ 87 LuxFr	500	92¾	93¾	+0⅛	+0⅝	12.02
EIB 9¾ 88 LuxFr	600	90¾	91¾	+0⅛	+0½	11.67
Volvo 9¾ 87 LuxFr	500	85⅝	86⅝	+0⅛	−0⅜	12.98

FLOATING RATE NOTES	Spread	Bid	Offer	C.dte	C.cpn	C.yld
Allied Irish Bank 5¼ 87	0¼	99¼	99¾	2/7	16⅛	16.71
Bank of Montreal 5¼ 90	0¼	99⅜	99⅞	18/6	19½	19.57
Bank of Tokyo 5¼ 89	‡0⅛	98⅝	99⅛	25/7	16½	16.69
BBL Int. 5 86	0¼	99	99½	20/5	16½	16.62
Bergen Bk. A/S 6 89	‡0¼	†98⅜	98⅞	29/5	17⅛	17.36
BNP 5½ 88	‡0⅛	99¼	99⅝	29/7	16.44	16.54
CNT 5¼ 86	§0⅛	99½	100	16/10	16.81	16.85
Christiania Bk. 5½ 91	‡0¼	97⅝	98⅛	5/5	17¾	18.14
Citicorp O/S F. 84	‡0	99	99½	30/5	16⅞	17.00
C. Itoh 5¼ 87	0¼	98¾	99¼	18/9	15.44	15.59
Co-operative Bk. 6 86	0¼	97¾	98¼	15/6	15¼	15.56
Den Norske Credit 6 90	‡0¼	98½	99	5/5	17¼	17.97
Genfinance 5¼ 87	0⅛	99⅜	99⅞	30/10	16.94	17.04
Giro und Bank 5¼ 91	‡0⅛	97½	98	23/6	14.06	14.39
GZB 5½ 89	‡0⅛	98½	99	1/5	17⅞	18.10
Ind. Bank Japan 5¼ 87	0¼	99⅜	99⅞	15/10	17.06	17.13
Ind. Bank Japan 5¼ 88	0⅛	99	99½	9/10	16.44	16.56
Lloyds Eurofin 8 90 £	0⅛	96⅞	97⅜	3/7	14½	14.93
Lloyds Eurofin 5¼ 92	0⅛	98¼	98¾	4/6	17¼	17.51
LTCB Japan 5¼ 85	0⅛	99⅜	100⅛	13/6	20.19	20.19
Man. Hanov. O/S 5¼ 94	‡0⅛	98½	99	30/5	17	17.22
Midland Intl. Fin. 5¼ 92	0⅛	98⅜	98⅞	5/6	17.19	17.43
Nacional Fin. 6¼ 86	0⅛	98¼	98¾	25/7	17⅛	17.84
Nacional Fin. 5½ 88	0⅛	97½	97¾	25/9	14⅞	15.28
Nat. Bk. Canada 5¼ 88	0⅛	97⅝	98⅛	24/9	14½	14.81
Nat. West. 5¼ 94	§0⅛	97⅞	98⅛	14/10	16.19	16.50
Nat. West. 5¼ 92	§0⅛	98	98½	23/10	16.81	17.11
Pemex 6 91	0⅛	97⅛	97⅞	8/10	15.31	15.69
Sparebanken 6 87	0¼	99¼	99¾	19/6	19⅞	19.97
Standard Chart. 5¼ 90	0⅛	99¼	99¾	3/9	17.06	17.15
Svenska Hndlsbk. 5 87	0⅛	99½	99⅞	15/7	17.81	17.88

Average price changes... On day 0 on week 0

CONVERTIBLE BONDS	Cnv. date	Cnv. price	Bid	Offer	Chg. day	Prem
Bow Valley Inv. 8 95	4/81	23.12	98	99¼	+0¼	30.73
Canon 6¾ 95	1/81	829	143⅝	144⅝	−0⅛	10.29
Credit Suisse 4¾ 93	10/79	1238	93	95	0	−0.22
Digicon Fin. 8½ 95	10/81	29.5	103½	105	−1	2.92
Ina Overseas 8¾ 2000	4/81	42	105	106½	−0⅛	−0.48
Inchcape Ltd. 8 95	2/81	4.55	95½	96½	+0½	2.23
Jacos 7½ 95	11/80	665	117	118½	+0⅛	14.13
Kotobukiya Co. 7 96	4/81	619	97½	98⅜	−0⅛	−7.92
Marion Int. Fin. 9 95	12/80	15.5	83½	85	−1	35.60
Matsushita El. 7½ 95	11/80	590	109¾	110¾	−0⅛	−2.30
MEPC 8¼ 95	2/81	2.47	98	99½	+0½	16.06
Niigata Eng. 7½ 96	1/81	327	†100	102	0	8.93
Nissho-Iwai Co. 8 96	10/80	398	79	81	−0⅛	−0.01
Ricoh 6⅜ 95	8/80	604	126¾	127¾	+0¼	1.28
Sumitomo M. Ind. 7 95	2/81	181	124¼	125¼	−0⅛	0.85
Swiss Bk. Cpn. 6¾ 90	9/80	200	73⅛	75⅛	−2⅛	13.35
Taylor Woodrow 8½ 90	1/81	4.94	108½	110	+0½	2.11
Tokyu Land Cpn. 7¾ 96	4/81	325	104⅞	105⅞	+0⅛	2.57
Transco Int. 8¾ 95	2/81	88	83½	85	−0⅝	35.98
Tricorp 8½ 95	12/80	31.25	85	86¾	−1⅛	37.62
Union Bk. Switz. 5 89	2/80	121.4	76¾	77	−1⅛	−11.93
Fujitsu 5 84 DM	7/79	431.5	168⅜	169⅞	+0⅛	−1.62
Sharp Cpn. 6½ 88 DM	9/80	525	166⅛	167⅛	+1⅛	−0.17
Uny Co. 6½ 85 DM	11/79	879.3	106½	108	+0⅛	−2.23

* No information available—previous day's price.

† Only one market maker supplied a price.

Straight Bonds: The yield is the yield to redemption of the mid-price; the amount issued is in millions of currency units except for Yen bonds where it is in billions. Change on week = Change over price a week earlier.

Floating Rate Notes: Denominated in dollars unless otherwise indicated. Coupon shown is minimum. C.dte = Date next coupon becomes effective. Spread = Margin above six-month offered rate (‡ three-month; § above mean rate) for U.S. dollars. C.cpn = The current coupon. C.yld = The current yield.

Convertible Bonds: Denominated in dollars unless otherwise indicated. Chg. day = Change on day. Cnv. date = First date for conversion into shares. Cnv. price = Nominal amount of bond per share expressed in currency of share at conversion rate fixed at issue. Prem = Percentage premium of the current effective price of acquiring shares via the bond over the most recent price of the shares.

VONTOBEL EUROBOND INDICES

14.5.76 = 100%

PRICE INDEX	21.4.81	28.4.81	AVERAGE YIELD	21.4.81	24.4.81
DM Bonds	89.50	89.43	DM Bonds	9.908	9.930
HFL Bonds & Notes	92.93	92.88	HFL Bonds & Notes	10.691	10.701
U.S. $ Strt. Bonds	84.63	83.87	U.S. $ Strt. Bonds	13.205	13.383
Can Dollar Bonds	87.55	86.98	Can. Dollar Bonds	12.912	13.067

Companies and Markets **INTL. COMPANIES & FINANCE**

FOREIGN LOSSES MOUNT

Volkswagen earnings decline

BY KEVIN DONE IN WOLFSBURG

VOLKSWAGEN, West Germany's largest car maker, suffered a sharp fall in profits last year and the position has worsened further in the first quarter of 1981.

Buffeted by large losses from its important car producing subsidiaries in Brazil and the U.S. and from Triumph Adler, its office information equipment subsidiary, Volkswagen's group after-tax profits slumped by 52 per cent to DM 321m ($147m) compared with DM 667m in 1979.

In the first three months of this year the parent company has seen its after-tax profits *decline to only DM 41m, a drop* of 67 per cent from the DM 124m achieved in the first quarter of 1980.

The picture for the VW group in the first quarter—no figures are yet available—is not likely to be much better. Last year the parent company accounted for DM 311m of the group's total after-tax profits of DM 321m.

In the first quarter this year the VW group delivered only 583,000 vehicles, a drop of 12.6 per cent, with particular problems arising in the home market and in Brazil. In Germany car sales fell by 16.7 per cent in the quarter to 194,000 units, and VW's share of the domestic market narrowed to 28 per cent from 32 per cent.

The decline is partly explained by VW's high domestic sales in the first quarter of 1980, when customers brought forward purchases to anticipate a price increase. In addition, it has run into problems over the past few months in meeting the sudden boom in demand for diesel-driven cars and it has had difficulties in bringing its new Passat model to the showrooms in sufficient volume.

In Brazil, where VW holds 48.6 per cent of the domestic car market through its 80 per cent owned offshoot, car sales in the first quarter have halved to 57,000 units. Herr Toni Schmücker, VW chairman, warned yesterday that a further 2,000 redundancies in Brazil would be unavoidable.

VW's overall world performance last year showed sharp variations in its markets. It recorded big gains in Mexico while volume sales in South Africa rose by 27.2 per cent. It also achieved impressive sales growth in France and Italy, which are protected from Japanese imports. Sales in these two countries rose by 22 per cent and 18 per cent respectively. Car sales in the UK fell by 10.5 per cent.

Group earnings, however, were badly dented by the large scale losses in Brazil, the U.S. and by Triumph-Adler.

VW do Brasil ran up a loss of DM 56m, and the truck-making subsidiary, Chrysler Motors do Brasil, for which VW has paid DM 191m, incurred losses of DM 68m. VW has been hit hard by the deterioration of the Brazilian economy which was hit by strikes and Government regulations delaying price increases.

In the U.S., Volkswagen of America reported losses of DM 89m, having suffered from high U.S. interest rates, its inability to raise prices because of fierce competition in a declining market and the high cost of the proportion of its vehicles it imports from Germany.

Volume sales in the U.S. rose by 9.3 per cent to 368,065 vehicles, while local production expanded by 29 per cent to 225,943.

Herr Schmücker revealed yesterday that VW had paid a total of DM 667m for its 98.4 per cent interest in Triumph Adler. However, the office machinery subsidiary lost DM 86m in 1980 compared with a profit of DM 20m in 1979.

VOLKSWAGEN IN FIGURES

	1980	1979	% change
Turnover	DM33.28bn	DM30.71bn	+8
Unit car sales	2.49m	2.53m	−2
Production	2.57m	2.54m	+1
After tax profit	DM321m	DM667m	−52
Dividend per share	DM8	DM10	−20
Capital investment	DM4.279bn	DM3.100bn	+38

Drop at German Brown Boveri

BY STEWART FLEMING IN FRANKFURT

BROWN BOVERIE UND CIE, the 56 per cent-owned German subsidiary of the Swiss engineering group, suffered a sharp fall in profits last year. Despite expectations of a significant rise in sales revenues this year, the company is facing another difficult year.

Sales of the group, which has major operations in power station construction, electrical cables, and other electrical products, rose by only 1 per cent last year to DM 4bn ($1.83bn), in part reflecting the weaker order position of the previous two years. On average the company says it was only able to increase prices by 2.5 per cent during the year. In contrast, its costs rose by 6 per cent, including a 7.5 per cent rise in its per head wage costs.

The result was a squeeze on profit margins which cut earnings per share by around 30 per cent. After tax, profits fell from *DM 46.2m to DM 34.6m.*

The company's profitability was also burdened by losses in its nuclear power plant division, which continues to be an area of its operations with structural problems. These include the weakness of its domestic market, partly as a result of environmental opposition to nuclear power.

In the past several years the company has suffered as a result of its heavy involvement in the power generating business at a time when orders have been hard to come by. Last year, however, the order inflow rose by 11 per cent, with those from abroad rising by 35 per cent. The domestic order position stagnated, reflecting in part the weakening of the German economy.

The company is investing heavily in microelectronics and also continues to pursue the development of a high energy battery which it hopes will find a growing market in the automobile market in the future, so helping to broaden its base of operations.

In 1981 it is expecting a rise in sales of around 15 per cent, close to the rate of increase recorded in the first quarter. Achieving this goal in part will depend on satisfactory progress being made on its power station projects in Iran. It says that its financial risks with these contracts are covered in its balance sheet.

Alitalia reduces deficit

By Rupert Cornwell in Rome

ALITALIA, Italy's national airline, last year managed to achieve a slight reduction in its overall losses after a rise of 42 per cent in turnover to L1,539bn ($1.4bn) from the L1,087bn registered in 1979.

The reported loss was L8.8bn, to which should be added a further deficit of L3.7bn, carried over to this year for accounting purposes. However, the total loss of L12.5bn was down from the previous years deficit of L14.5bn.

The main reasons for the failure of the airline to break into profit were the sharp rise of fuel prices in 1980 (up by 60 per cent from 1979), the recession in the world economy, and the airlines familiar difficulty of widespread strikes and industrial disruption.

Alitalia has almost completed its fleet modernisation programme, with the introduction through this year of seven new Airbuses and a further four Boeing 747s, representing a total investment of around L500bn. Depreciation for the year totalled L56bn.

The financial prospects of the airline for 1981 are extremely uncertain. Although fuel costs are unlikely to climb as steeply as in 1980, the 15 per cent extra capacity on offer coincides with forecasts by the airline of no growth in passenger traffic.

Above all, though, the airline is facing industrial unrest on an unprecedented scale. Pilots, stewards, hostesses and ground staff have staged repeated strike action in the past three months, leading to heavy flight cancellations and schedule disruption.

This impression of virtually continual chaos in Italian air services can only make it more difficult for Alitalia to achieve its aim of boosting its share of traffic to and from Italy to 50 per cent from the 42 per cent in the comparatively peaceful year of 1980, and 34 per cent in 1979.

Downturn at Krupp Stahl

By Our Financial Staff

KRUPP STAHL, the steel-making arm of the Krupp group, has broken even for 1980 compared with profits after tax of DM 10m ($4.6m) in 1979.

Sales rose by 17 per cent to DM 6.16bn. The company gives no indication of what it achieved in terms of volume sales last year but says it expects steel volume to decline in 1981.

Krupp says increased costs continue to put pressure on results this year and economic trends will probably cause a reduction in the volume of steel sold.

Further difficulties arise from measures to reduce steel production in the EEC and the uncertainty of what steps the Community will take when the current scheme of production quotas expires at the end of June.

Hoechst pays same

Hoechst the German chemical group whose 1980 results are due to be announced later this week, is to maintain its dividend at DM7 a share. The company also announced yesterday its intention to make a rights issue in convertible bonds before June 1.

Italsider loss mounts as interest charges soar

BY OUR ROME CORRESPONDENT

LOSSES AT Italsider, Italy's largest steel group which accounts for slightly under half of national output, almost trebled last year to reach an unprecedented L747bn ($685m) compared with L258bn in 1979.

The deficit reflects, above all else, the crushing weight of debt servicing charges on Italsider, which in recent months has so drained it of liquidity that payment of the regular monthly wages bill has been threatened.

These financial costs in 1980 rose to L777bn, or exactly one-fifth of the group turnover of L3,828bn ($3.5bn).

The deficit will partly be covered by apply Italsire's entire reserves. But the vast bulk of it—L682bn ($625m)—will be carried forward to this year, in the hope that it can be covered by capital gains derived from the writing-up of plant now in process.

In its report yesterday, the board warned that no end was yet in sight to the six-year-old international steel crisis. Italsider, however, had been placed in a still more difficult position than its rivals because of its chronic undercapitalisation and delays in measures to restore health to its finances.

Indeed an amended package—which appears to satisfy Italy's EEC steel partners—was adopted by the Government earlier this month. But exactly when it will take effect still depends on the ever-wayward Italian Parliament's approval.

Another major state owned group, Enti Nazionale Idrocarburi (ENI) the energy agency, last night reported more cheerful news. Consolidated earnings climbed last year by 76 per cent to L116bn ($106m) and 1980 sales were 44 per cent higher at L23,200bn.

ENI-Holding, the holding company of the group, announced for its part a sharp drop in losses, to L93.6bn from L162bn. Its accounts would have been in the black were it not for the sustained losses of parts of the since broken-up Egam state group, which ENI was requested to absorb.

AMERICAN QUARTERLIES

ALASKA INTERSTATE

First quarter	1981 $	1980 $
Revenue	91.3m	56.7m
Net profits	18.0m	14.2m
Net per share	1.34	1.28

ALBANY INTERNATIONAL

First quarter	1981 $	1980 $
Revenue	91.0m	91.9m
Net profits	4.3m	6.62m
Net per share	0.64	0.99

AMERADA HESS

First quarter	1981 $	1980 $
Revenue	2.97bn	2.32bn
Net profits	174.5m	198.9m
Net per share	2.08	2.33

AMERICAN PETROFINA

First quarter	1981 $	1980 $
Revenue	666.5m	523.4m
Net profits	20.3m	21.4m
Net per share	1.88	2.92

CENTRAL TELEPHONE

First quarter	1981 $	1980 $
Revenue	232.3m	204.5m
Net profits	23.07m	21.51m
Net per share	0.87	0.82

CITIES SERVICE

First quarter	1981 $	1980 $
Revenue	2.3bn	2.21bn
Net profits	57.7m	170.1m
Net per share	0.69	2.04

CLARK OIL & REFINING

First quarter	1981 $	1980 $
Revenue	430.7m	402.3m
Net profits	†4.47m	14.1m
Net per share	†0.31	0.97

† Loss

CONSOLIDATED EDISON N.Y.

First quarter	1981 $	1980 $
Revenue	1.22bn	978.0m
Net profits	69.87m	69.76m
Net per share	1.11	1.11

CRANE CO.

First quarter	1981 $	1980 $
Revenue	374.8m	370.7m
Net profits	10.2m	9.57m
Net per share	0.98	0.92

DETROIT EDISON

First quarter	1981 $	1980 $
Revenue	497.4m	431.4m
Net profits	50.9m	22.4m
Net per share	0.60	0.30

DOMINION BRIDGE

First quarter	1981 $	1980 $
Revenue	345.0m	205.0m
Net profits	13.2m	12.0m
Net per share	0.49	0.45

DOMINION TEXTILE

Third quarter	1981 C$	1980 C$
Revenue	220.0m	193.6m
Net profits	12.15m	9.83m
Net per share	1.09	1.03

DOMTAR

First quarter	1981 C$	1980 C$
Revenue	410.1m	421.2m
Net profits	20.5m	29.5m
Net per share	1.16	1.96

EL PASO

First quarter	1981 $	1980 $
Revenue	1.31bn	838.4m
Net profits	30.9m	29.59m
Net per share	0.65	0.63

ENGELHARD MINERALS

First quarter	1981 $	1980 $
Revenue	6.41bn	5.93bn
Net profits	76.05m	141.4m
Net per share	1.11	2.09

FIELD CREST MILLS

First quarter	1981 $	1980 $
Revenue	104.2m	116.9m
Net profits	706,000	5.03m
Net per share	0.19	1.34

FLEMING COMPANIES

First quarter	1981 $	1980 $
Revenue	918.9m	835.6m
Net profits	6.91m	5.69m
Net per share	1.08	0.90

FOREMOST-McKESSON

Fourth quarter	1981 $	1980 $
Revenue	1.06bn	948.0m
Net profits	16.81m	13.3m
Net per share	1.03	0.83

GREYHOUND

First quarter	1981 $	1980 $
Revenue	1.1bn	1.1bn
Net profits	33.5m	18.2m
Net per share	0.75	0.41

LUBRIZOL CORP.

First quarter	1981 $	1980 $
Revenue	224.1m	223.2m
Net profits	18.89m	28.97m
Net per share	0.87	1.48

MAPCO

First quarter	1981 $	1980 $
Revenue	580.0m	378.8m
Net profits	25.44m	31.3m
Net per share	0.93	1.14

MARYLAND CUP

Second quarter	1981 $	1980 $
Revenue	143.4m	131.0m
Net profits	4.42m	3.18m
Net per share	0.66	0.47

MURPHY OIL

First quarter	1981 $	1980 $
Revenue	666.3m	569.2m
Net profits	38.43m	28.39m
Net per share	1.03	0.76

PACCAR

First quarter	1981 $	1980 $
Revenue	451.1m	518.3m
Net profits	23.98m	34.33m
Net per share	2.91	4.16

PEPSICO

First quarter	1981 $	1980 $
Revenue	1.46bn	1.18bn
Net profits	53.9m	47.6m
Net per share	0.59	0.52

PETROLANE

First quarter	1981 $	1980 $
Revenue	510.0m	382.9m
Net profits	27.53m	20.96m
Net per share	0.53	0.41

PHILADELPHIA ELECTRIC

First quarter	1981 $	1980 $
Revenue	647.9m	564.4m
Net profits	69.9m	53.61m
Net per share	0.61	0.51

PRENTICE-HALL

First quarter	1981 $	1980 $
Revenue	82.2m	76.5m
Net profits	2.28m	3.05m
Net per share	0.23	0.31

PUREX INDUSTRIES

Third quarter	1981 $	1980 $
Revenue	174.1m	161.1m
Net profits	6.76m	6.51m
Net per share	0.60	0.58

REVERE COPPER

First quarter	1981 $	1980 $
Revenue	186.28m	215.53m
Net profits	6.28m	5.96m
Net per share	1.10	1.04

JOS. SCHLITZ

First quarter	1981 $	1980 $
Revenue	232.4m	241.4[illegible]
Net profits	3.1m	8.0[illegible]
Net per share	0.11	0.2[illegible]

SIMPSONS-SEARS

Year	1980-81 C$	1979-80 C$
Revenue	2.95bn	2.62bn
Net profits	50.23m	67.93m
Net per share	0.58	0.85

SINGER CO.

First quarter	1981 $	1980 $
Revenue	736.9m	727.2m
Net profits	14.2m	10.0m
Net per share	0.75	0.51

SOUTHERN RAILWAY

First quarter	1981 $	1980 $
Revenue	458.4m	420.4m
Net profits	59.11m	51.21m
Net per share	3.79	3.23

TEXTRON

First quarter	1981 $	1980 $
Revenue	855.7m	805.7m
Net profits	41.1m	38.0m
Net per share	1.10	1.01

TIMES MIRROR

First quarter	1981 $	1980 $
Revenue	500.7m	403.3m
Net profits	26.0m	24.4m
Net per share	0.76	0.71

TRANSCANADA PIPELINES

First quarter	1981 C$	1980 C$
Revenue	851.5m	782.9m
Net profits	31.44m	23.74m
Net per share	0.59	0.54

TRANSCO COMPANIES

First quarter	1981 $	1980 $
Revenue	865.2m	586.[illegible]
Net profits	3.39m	28.[illegible]
Net per share	1.29	[illegible]

U.S. TOBACCO

First quarter	1981 $	1980 $
Revenue	67.0m	61.3m
Net profits	10.4m	8.6m
Net per share	1.14	0.95

WASHINGTON POST

First quarter	1981 $	1980 $
Revenue	165.8m	151.2m
Net profits	1.8m	3.8m
Net per share	0.13	0.27

هكذا من الأصل

HK$696m first-year loss by Mass Transit Railway

BY ADRIAN BOVEN IN HONG KONG

HONG KONG'S Government-owned Mass Transit Railway Corporation reported yesterday that it suffered a loss before extraordinary items for 1980 of HK$696m (U.S.$130m), much more than it expected for its first year of operations. Mr. Norman Thompson, the chairman, blamed financing costs that were HK$300m higher than expected and revenues that were HK$50m lower than expected.

The losse were offset to a large extent by a HK$572m extraordinary profit from the sale of buildings over two stations on the railway. But there was also an extraordinary charge of HK$380m to create a precautionary reserve against loses on foreig ncurrency loans for the construction of the first phase of the railway.

The loans, which are to be repaid over 12 years, brought in HK$2.76bn, but, on the basis of exchange rates on December 31, the total to be paid back stood at HK$3.14bn, with HK$134m of the difference incurred in 1980 alone. The corporation expects that it will not have to add significantly to the reserves, because loans for the construction of the second phase of the railway are almost entirely denominated in Hong Kong dolars.

Peat Marwick and Mitchell, the auditors, however, qualified their approval of the accounts by noting that the corporation had not depreciated leasehold land, tunnels, and underground structures as required by Hong Kong accounting rules. Had it been done, a further depreciation charge of HK$108m would have been required.

Hong Kong accounting rules require depreciation of buildings over the 16 years to the end of the lease on Kowloon and the New Territories, rather than over the natural life of the structures involved, but this requirement has been defied on several occasions, mostly by property development companies.

Mr. Thompson said the railway should be able to operate profitably by the mid-1980s, but added that the corporation's hopes for a reduced loss in 1981 depended on lower interest rates and higher revenues. He also warned that revenues would be held to a level which would not allow true cost to be recovered if the Government subsidised other modes of transport.

The corporation originally estimated, in 1976, that it would show a positive operating cash flow by 1982, and a profit by 1983.

First-half profit rise at Nedbank

BY OUR JOHANNESBURG CORRESPONDENT

NEDBANK, South Africa's third largest banking group, increased its first-half pre-tax profit by 17.6 per cent to R49m ($60m) in the six months to March 31, 1981 compared with R41.7m for the same period of 1980 and R100.2m for all 1979-80. Total assets stood at R4.82bn at March against R4.61bn at end September.

The bank says that, with intense competition in the banking system, markets tended to narrow but Mr. Rob Abrahamsen, the managing director, points out that the squeeze on margins tends to be worst at the start of a cyclical upturn in interest rates. Nedbank, which relies to a greater proportional extent than its competitors on wholesale funds, was unable immediately to offset the recent strong increase in shorter term interest rates by lending at higher rates.

The difficulty is expected to lessen during the second half, as an increase in the Bank Rate is expected which would allow banks to lend at higher rates. The directors are confident of an increase in advances in the current six months even though South Africa's economic growth rate is slowing. There is a large overhang of previously arranged debt facilities to be drawn down by industrial borrowers with rising capital spending programmes. Nedbank's total advances rose to R1.98bn at end March from R1.65bn at end September.

An interim dividend of 12.5 cents has been declared for first half earnings of 35.7 cents a share. Last year the interim payment was 11 cents from earnings of 31 cents. For the year to September 38 cents was paid from earnings of 76.4 cents.

TNT well ahead at nine months

BY OUR SYDNEY CORRESPONDENT

THOMAS NATIONWIDE TRANSPORT, the international transport and shipping group raised its profits for the nine months to March by 29.4 per cent, from A$ 27.9m to A$ 36.1m (U.S.$ 41.5m), on a 37.4 per cent rise in sales, from A$ 584.2m to A$ 802.8m (U.S.$ 923m).

The interim dividend has been maintained at 3 cents a share, making an unchanged 9 cents payout for the first nine months.

The company expects profit growth to continue in the current quarter, so raising the prospect of annual profits rising above the A$ 50m level for the first time. It will be helped by the equity accounted contributions of affiliates, in particular Ansett Transport Industries and McIlwraith McEacharn, which contributed close to 20 per cent of reported earnings in the first half, when TNT reported a rise in profits of almost 25 per cent to A$25.9m.

The group's Australian operations continued to be a strong factor in earnings growth, the directors say, but they indicated that there were problems in some of the company's overseas operations.

The nine-month result excluded an extraordinary profit of A$3.31m, against a loss of A$981,000 despite an A$2.54m loss on currency movements, and directors said currency movements since March had had a further adverse effect on profits on balance.

Haw Par more than doubles earnings

By Georgie Lee in Singapore

HAW PAR Brothers International has boosted 1980 group pre-tax profit to S$33m (US$15.6m), slightly more than two-and-a-half times the 1979 figure, and profit after tax and minorities reached S$19.5m against S$8m for 1979.

Haw Par gave no details of the improvement, but pointed out that the 1980 results included a full year's performance of Setron, the electronics and electrical appliances subsidiary acquired in 1979. The 1979 result included only a half year's contribution from Setron.

The widely diversified group said at the interim stage that all major divisions showed improved profits, and losses at the marine division had been reduced further. The group's main divisions are in trading, textiles, electronics, insurance, pharmaceuticals and marine activities.

There was an extraordinary gain of S$9.66m for the period compared with S$15.6m in 1979, leaving attributable profit at S$29.18m against S$23.6m

Haw Par sold shares in Singapore Land and Cheung Kong Holdings in the year, as reported at the interim stage. In September the group sold its 21 storey commercial building in Hong Kong at a profit of some S$37.6m. This extraordinary item will be reflected in the accounts on completion of the sale which is scheduled for September this year.

The first and final gross dividend is 10 per cent compared with the 7 per cent paid in 1979.

Sharp advance for Straits Times group

By Our Singapore Corresnondent

TIMES PUBLISHING Berhad, the major Singapore publishing group, together with its sister organisation, Straits Times Press (1975), have reported substantial improvements in half-year results, with Times Publishing chalking up a 57 per cent rise in group pre-tax profit to S$24.3m (U.S.$11.5m) for the six months to February, and Straits Times registering a 68 per cent increase to S$10.6m (U.S.$5m).

Times Publishing's results include those of its newly acquired UK publishing subsidiary, Marshall Cavendish, for the first time.

Companies and Markets

CURRENCIES, MONEY and GOLD

Dollar firm

The dollar rose sharply in currency markets yesterday, reflecting a higher trend in U.S. interest rates. Several major U.S. banks increased their prime rates to 18 per cent from 17½ per cent while the Federal authorities injected liquidity into the money market with funds trading at 18¼ per cent. The dollar touched a record level against the Italian lira and its best level against the D-mark since the middle of February.

Sterling lost ground to the dollar but improved against European currencies to finish firmer on balance.

The Belgian franc lost ground within the European Monetary System after yesterday's announcement of a one point cut in Belgium's discount rate to 14 per cent and remained the weakest currency despite a sharp fall in the value of the Irish punt, the second weakest member. The D-mark remained at the top of the system while the French franc lost ground and slipped below the Dutch guilder.

DOLLAR—trade weighted index (Bank of England) rose from 102.6 to 103.2. The dollar was firmer against other major currencies, helped by high interest rates and also better than expected trade figures. Against the D-mark it closed at DM 2.2110 compared with DM 2.1850 on Tuesday and SwFr 2.0210 against SwFr 1.9875 in terms of the Swiss franc. It was also firmer against the Japanese yen, rising to Y214.65 from Y213.25.

STERLING—trade weighted index (Bank of England) rose to 98.9 from 98.7, having stood at 98.7 at noon and in the morning. Sterling lost ground against the dollar but showed a steady improvement against European currencies. It closed at DM 4.7375 against the D-mark from DM 4.7125 and rose to FFr 11.2325 from FFr 11.1625 against the French franc. The pound opened at $2.1500 against the dollar and touched a low during the afternoon of $2.1375 before recovering to close at $2.1420-2.1430, a fall of 1.45c and its lowest closing level since early April last year.

D-MARK—Strongest member of the European Monetary System and maintaining its position despite a weaker tendency in German interest rates over the past few weeks. This has caused the D-mark to lose ground against the dollar however, while U.S. rates continued to firm. Tension over Poland has eased for the time being—The D-mark was slightly weaker overall at yesterday's fixing in Frankfurt. The dollar rose to DM 2.2043 from DM 2.1860 and the Bundesbank sold a nominal $7.5m at the fixing and further amounts outside the fixing. Higher U.S. interest rates pushed the dollar firmer while German domestic money rates were slightly easier in places. Sterling rose to DM 4.7230 from DM 4.7100. Within the EMS the Belgian franc slipped to DM 6.129 per BFr 100 from DM 6.137 and the Danish krone was lower at DM 31.76 against DM 31.78 per DKr 100. On the other hand the Italian lira rose to DM 2.0090 per L1,000 from DM 2.0050 while the French franc was unchanged at DM 42.21 per FFr 100.

ITALIAN LIRA — Second strongest member of the EMS after the 6 per cent devaluation earlier this year. The lira is at a record low against the dollar however as U.S. interest rates continue to rise. In dollar terms the lira has depreciated by nearly 15 per cent since early January—The lira continued to improve against its EMS partners but fell against the dollar and sterling. The U.S. unit was fixed at a record L1,097.95 compared with L1,090.05 on Wednesday with the Bank of Italy selling the entire $20.45m traded officially at the fixing.

THE POUND SPOT AND FORWARD

April 29	Day's spread	Close	One month	% p.a.	Three months	% p.a.
U.S.	2.1375-2.1525	2.1420-2.1430	0.50-0.60c dis	−3.08	2.20-2.30dis	−4.2
Canada	2.5550-2.5690	2.5610-2.5630	1.15-1.25c dis	−5.62	3.25-3.45dis	−5.2
Nethlnd.	5.24-5.27¾	5.26¾-5.27¾	1½-½c pm	2.28	2½-1½ pm	1.2
Belgium	76.75-77.25	77.05-77.15	30-40c dis	−5.45	90-105 dis	−5.0
Denmark	14.84½-14.85½	14.91¼-14.92¼	1⅝-3ore dis	−1.86	11¼-12½ dis	−3.2
Ireland	1.2900-1.2990	1.2950-1.2970	0.27-0.40p dis	−3.10	0.98-1.13dis	−3.2
W. Ger.	4.71-4.74¾	4.73¼-4.74¼	¼-¼pf pm	0.95	¾ pm-¼ dis	–
Portugal	125.25-126.75	126.55-126.75	10-50c dis	−2.84	5-175 dis	−2.8
Spain	189.75-191.00	190.60-190.80	50-80c dis	−4.09	240-280 dis	−5.4
Italy	2,348-2,358	2,354-2,357	10-12 lire dis	−5.60	48½-51½ dis	−8.9
Norway	11.83½-11.89¾	11.86-11.88	2½-1ore pm	1.64	3½-1½ pm	0.8
France	11.16-11.24	11.22¾-11.23¾	1c pm-par	−0.53	3-4 dis	−1.2
Sweden	10.14-10.23	10.17-10.20	N/A	—	N/A	–
Japan	459-461	459½-460½	2.60-2.30y pm	6.39	5.75-5.45 pm	4.8
Austria	33.34-33.53	33.46-33.51	3gro pm-par	0.54	7-3 pm	0.6
Switz.	4.30-4.33¾	4.32½-4.33½	¾-¼c pm	1.39	2½-1½ pm	1.8

Belgian rate is for convertible francs. *Financial franc* 79.65-79.75. Six-month forward dollar 4.50-4.60c dis, 12-month 7.10-7.30c dis.

THE DOLLAR SPOT AND FORWARD

April 29	Day's spread	Close	One month	% p.a.	Three months	% p.a.
UK†	2.1375-2.1525	2.1420-2.1430	0.50-0.60c dis	−3.08	2.20-2.30dis	−4.20
Ireland†	1.6540-1.6595	1.6540-1.6570	0.05c pm-0.05 dis	—	0.35-0.45dis	−0.96
Canada	1.1950-1.1976	1.1971-1.1976	0.02-0.07c dis	−0.45	0.15-0.20dis	−0.57
Nethlnd.	2.4510-2.4590	2.4565-2.4580	1.20-1.10c pm	5.62	3.47-3.37 pm	5.56
Belgium	35.92-36.02	35.97-35.99	9-13c dis	−3.67	11-16 dis	−1.50
Denmark	6.9410-6.9680	6.9665-6.9680	1.40-0.90ore pm	1.99	3.00-2.50 pm	1.58
W. Ger.	2.1950-2.2150	2.2105-2.2115	0.88-0.83pf pm	4.64	2.45-2.39 pm	4.38
Portugal	59.00-59.30	59.10-59.25	20c pm-5 dis	1.52	60 pm-15 dis	1.52
Spain	88.70-89.12	89.07-89.12	5-15c dis	−1.35	15-35 dis	−1.12
Italy	1,097-1,100	1,099-1,100	1.50-2.25 lire dis	−2.05	6.50-7.50dis	−2.55
Norway	5.5300-5.5445	5.5410-5.5420	2.20-1.70ore pm	4.23	6.75-6.25 pm	4.70
France	5.2220-5.2450	5.2400-5.2450	1.45-1.35c pm	3.21	4.10-3.90 pm	3.05
Sweden	4.7200-4.7560	4.7500-4.7550	N/A	—	N/A	—
Japan	213.95-214.70	214.60-214.70	1.65-1.50y pm	8.81	4.75-4.60 pm	8.72
Austria	15.57-15.6340	15.62½-15.63	5.60-4.30gro pm	3.81	18.50-15.00pm	4.30
Switz.	2.0025-2.0225	2.0205-2.0215	1.32-1.22c pm	7.54	3.73-3.63 pm	7.28

† UK and Ireland are quoted in U.S. currency. Forward premiums and *discounts* apply to the U.S. dollar and not to the individual currency.

CURRENCY MOVEMENTS

April 29	Bank of England Index	Morgan Guaranty Changes%
Sterling	98.9	−27.0
U.S. dollar	103.2	−1.8
Canadian dollar	86.2	−17.9
Austrian schilling	114.4	+22.2
Belgian franc	107.7	+10.0
Danish kroner	88.0	−11.3
Deutsche mark	119.5	+39.4
Swiss franc	132.8	+74.6
Guilder	110.6	+14.9
French franc	85.1	−10.4
Lira	58.9	−55.2
Yen	144.8	+40.0

Based on trade weighted changes from Washington agreement December, 1971. Bank of England Index (base average 1975=100).

CURRENCY RATES

April 28	Bank rate %	Special Drawing Rights	European Currency Unit
Sterling	12	0.559351	0.538525
U.S. $	13	1.20596	1.15901
Canadian $	17.40	1.44088	1.38444
Austria Sch.	6¾	18.6381	17.9163
Belgium F.	15	43.0046	41.3391
Danish K.	11	8.30002	7.88212
D-mark	7½	2.63623	2.53592
Guilder	9	2.95159	2.82104
French Fr.	9½	6.24928	6.00600
Lira	19	1314.50	1264.02
Yen	6¼	256.267	247.159
Norwgn. Kr.	9	6.66474	6.39717
Spanish Pts.	8	106.656	102.526
Swedish Kr.	12	5.72083	5.49936
Swiss Fr.	4	2.39902	2.30933
Greek Dr'ch.	20½	—	61.6950

OTHER CURRENCIES

April 29	£	$		£ Note Rates
Argentina Peso	6753-6773	3148-3158	Austria	33.20-33.55
Australia Dollar	1.8610-1.8630	0.8684-0.8688	Belgium	79.00-79.80
Brazil Cruzeiro	173.56-174.56	80.95-81.35	Denmark	14.80-14.95
Finland Markka	8.9910-9.0102	4.2040-4.2050	France	11.12-11.22
Greek Drachma	113.182-116.055	53.65-53.65	Germany	4.70½-4.75
Hong Kong Dollar	11.5020-11.5220	5.3650-5.3700	Italy	2315-2370
Iran Rial	164.50*	76.35*	Japan	456-464
Kuwait Dinar(KD)	0.588-0.594	0.27585-0.27615	Netherlands	5.22½-5.25½
Luxembourg Frc.	77.05-77.15	35.97-35.99	Norway	11.80-11.92
Malaysia Dollar	4.9590-4.9710	2.3130-2.3160	Portugal	123-130
New Zealand Dlr	2.3825-2.3845	1.1116-1.1128	Spain	185¾-195½
Saudi Arab. Riyal	7.17-7.23	3.3580-3.3600	Sweden	10.18-10.28
Singapore Dollar	4.5430-4.5550	2.1190-2.1220	Switzerland	4.29-4.33
Sth. African Rand	1.7490-1.7505	0.8163-0.8170	United States	2.13-2.15
U.A.E. Dirham	7.84-7.90	3.6718-3.6738	Yugoslavia	75-79

Rate given for Argentina is free rate. * Selling rate.

EMS EUROPEAN CURRENCY UNIT RATES

	ECU central rates	Currency amounts against ECU April 29	% change from central rate	% change adjusted for divergence	Divergence limit %
Belgian Franc	40.7985	41.3827	+1.43	+1.38	±1.5351
Danish Krone	7.91917	7.92560	+0.97	+0.92	±1.6413
German D-Mark	2.54502	2.53833	−0.26	−0.31	±1.1386
French Franc	5.99526	6.01495	+0.33	+0.28	±1.3638
Dutch Guilder	2.81318	2.82177	+0.31	+0.26	±1.5159
Irish Punt	0.685145	0.694574	+1.38	+1.33	±1.6688
Italian Lira	1262.92	1262.84	−0.01	−0.01	±4.1116

Changes are for ECU, therefore positive change denotes a *weak currency. Adjustment calculated by Financial Times.*

EXCHANGE CROSS RATES

April 29	Pound Sterling	U.S. Dollar	Deutschem'k	Japan'se Yen	French Franc	Swiss Franc	Dutch Guild'	Italian Lira	Canada Dollar	Belgian Franc
Pound Sterling	1.	2.143	4.738	460.0	11.23	4.330	5.268	2356.	2.562	77.10
U.S. Dollar	0.467	1.	2.211	214.7	5.243	2.021	2.459	1099.	1.196	35.99
Deutschemark	0.211	0.452	1.	97.10	2.371	0.914	1.112	497.2	0.541	16.27
Japanese Yen 1,000	2.174	4.658	10.30	1000.	24.42	9.413	11.45	5121.	5.570	167.6
French Franc 10	0.890	1.907	4.218	409.5	10.	3.855	4.690	2097.	2.281	68.64
Swiss Franc	0.231	0.495	1.094	106.2	2.594	1.	1.217	544.0	0.592	17.81
Dutch Guilder	0.190	0.407	0.899	87.33	2.132	0.822	1.	447.2	0.486	14.64
Italian Lira 1,000	0.425	0.910	2.011	195.3	4.769	1.838	2.236	1000.	1.088	32.75
Canadian Dollar	0.390	0.836	1.849	179.5	4.384	1.690	2.056	919.4	1.	30.09
Belgian Franc 100	1.297	2.779	6.145	596.6	14.57	5.616	6.832	3055.	3.323	100.

FT LONDON INTERBANK FIXING (11.00 a.m. APRIL 29)

3 months U.S. dollars		6 months U.S. dollars	
bid 16 5/16	offer 16 7/16	bid 16 9/16	offer 16 11/16

The fixing rates are the arithmetic means, rounded to the nearest one-sixteenth, of the bid and offered rates for $10m quoted by the market to five reference banks at 11 am each working day. The banks are National Westminster Bank, Bank of Tokyo, Deutsche Bank, Banque Nationale de Paris and Morgan Guaranty Trust.

EURO-CURRENCY INTEREST RATES (Market closing Rates)

April 29	Sterling	U.S. Dollar	Canadian Dollar	Dutch Guilder	Swiss Franc	West German Mark	French Franc	Italian Lira	Belgian Franc Convertible	Japanese Yen
Short term	12½-12¾	16½-16¾	16-17	9⅞-10⅛	25-27	11⅝-11⅞	10¾-11½	17½-19	17-19	6⅛-6⅜
7 days' notice	12½-12¾	16½-16¾	16-17	9⅞-10 1/16	6⅛-7	11¾-11⅞	12⅛-12⅜	17¾-19¼	17-19	6⅜-6⅝
Month	12½-12⅝	15½-15¾	17⅛-17½	10 7/16-10 9/16	9⅜-9½	12 1/16-12 3/16	13⅛-13⅜	18-19	18-19	6⅝-6⅞
Three months	12 7/16-12⅝	16½-16¾	17¼-17⅝	11 1/16-11 3/16	9½-9⅝	12⅜-12½	13½-13¾	18¾-19½	17¼-18¼	7¼-7½
Six months	12⅜-12½	16⅝-16⅞	17-17⅜	11 3/16-11⅜	9 7/16-9 9/16	12⅜-12½	13⅝-13⅞	19½-20¼	17-18	7 7/16-7 9/16
One Year	11 15/16-12	16-16¼	16-16⅜	11⅜-11⅝	9-9⅛	12-12⅛	13⅝-13⅞	19⅝-20⅛	15½-16½	7⅞-8⅛

SDR linked deposits: one-month 13⅛-13⅜ per cent; three-months 13 9/16-13 13/16 per cent; six-months 13 9/16-13 13/16 per cent; one-year 13⅛-13⅜ per cent.

ECU linked deposits: one-month 13¼-13½ per cent; three-months 13 9/16-13 11/16 per cent; six-months 13¼-13⅝ per cent; one-year 13 5/16-13 7/16 per cent.

Asian $ (closing rates in Singapore): one-month 15⅓-15½ per cent; three-months 16⅜-16½ per cent; six-months 16 9/16-16 11/16 per cent; one-year 16-16⅛ per cent. *Long-term Eurodollar two-years 15½-15¾ per cent; three-years 15½-15¾ per cent; four-years 15½-15¾ per cent; five-years 15½-15¾ per cent; nominal closing rates.* Short-term rates are call for U.S. dollars, Canadian dollars and Japanese yen; others two-days' notice.

The following nominal rates were quoted for London dollar certificates of deposit: one-month 16.20-16.30 per cent; three-months 16.35-16.45 per cent; six-months 16.40-16.50 per cent; one-year 16.75-16.85.

INTERNATIONAL MONEY MARKET

Belgian rates cut

The Belgian National Bank cut *its discount rate* by 1 per cent to 14 per cent yesterday, and the Lombard rate by 1 per cent to 17 per cent. On April 15 the discount *rate fell to 15 per cent from 16* per cent, and the Lombard rate was also cut by 1 per cent, after the sharp rise of 3 per cent to a *post-war record in Belgium* interest rates at the end of March. A spokesman for the central bank said "the earlier increase was *an emergency measure to support* the franc. Now that the franc appears to be out of trouble, we are trying to return to a more *normal situation.*"

The Belgian currency has been well outside its alarm bell divergence limit within the *European Monetary System*, requiring action from the central bank in the form of higher interest rates and intervention in the foreign exchange market.

The formation of a new Government committed to maintaining the value of the franc and avoiding devaluation has improved confidence however, leading to a recent rise of the currency back within its official divergence limit. The spokesman added: "We are determined to defend the franc and will take all necessary measures. The discount rate should be seen as a flexible instrument."

A *weakening of the Dutch* guilder against the D-mark and U.S. dollar and comments by the president of the Dutch *National Bank that interest* rates in the Netherlands are too low led to an upward trend in Amsterdam money market rates *yesterday. Call money rose to* 10-10¼ per cent from 9⅞-10⅛ per cent.

Rates firm

Bank of England Minimum Lending Rate 12 per cent (from March 10, 1981)

Short-term interest rates showed a slightly firmer trend in the London money market yesterday in anticipation of a return to 10 per cent from 8 per cent in bank reserve asset ratios. *Seven-day money was around* 12⅝-12⅞ per cent throughout the day, compared with 12¼-12⅜ per cent on Tuesday, but overnight funds eased to 11-11½ per cent at the close, from a peak of 12⅜-12½ per cent, and the reserve asset rise is expected to pass without any problems for the banking system.

Day-to-day money was in adequate supply yesterday, and the authorities did not intervene. Banks brought forward moderate surplus balances and Government disbursements exceeded revenue payments to the Exchequer. On the other hand the market was faced with the unwinding of a moderate sale and repurchase agreement on bills.

GOLD

Further decline

Gold continued to lose ground in the London bullion market yesterday, closing at $476-479 per ounce, a loss of $5 an ounce from Tuesday. The metal opened at $480-483 and lost ground in reaction to a firmer dollar and higher U.S. interest rates.

In Paris the 12½ kilo bar was fixed at FFr 85,800 per kilo ($510.60 per ounce) in the afternoon compared with FFr 85,900 ($511.46) in the morning and FFr 86,100 ($516.79) on Tuesday afternoon.

In Frankfurt the 12½ kilo bar was fixed at DM 34,030 per kilo ($480.21 per ounce) against DM 34,075 ($485.02) and closed at $476-479 compared with $481-484 on Tuesday.

In Zurich gold finished at $476-479 from $482-485 an ounce previously.

	April 29		April 28	
Gold Bullion (fine ounce)				
Close	$476-479	(£221¾-223¼)	$481-484	(£223-224½)
Opening	$480-483	(£223½-225)	$482-485	(£223½-224¾)
Morning fixing	$478.50	(£223.235)	$485.25	(£224.533)
Afternoon fixing	$477.25	(£222.442)	$482.75	(£224.118)
Gold Coins				
Krugerrand	$491-492	(£228¾-229¼)	$496½-497½	(£230¼-230¾)
1/2 Krugerrand	$253-254	(£117¾-118¼)	$256-257	(£118¾-119¼)
1/4 Krugerrand	$129-130	(£60-60½)	$130½-131½	(£60½-61)
1/10 Krugerrand	$52¾-53¾	(£24½-25)	$53½-54½	(£24¾-25¼)
Mapleleaf	$486½-487½	(£226¾-227¼)	$491½-492½	(£228-228½)
New Sovereigns	$119½-120¼	(£55¾-56)	$120¾-121½	(£56-56¼)
King Sovereigns	$136½-138½	(£63½-64½)	$137-139	(£63½-64½)
Victoria Sovs.	$136½-138½	(£63½-64½)	$137-139	(£63½-64½)
French 20s	$184-187	(£86-87½)	$181¾-185	(£84¼-85¾)
50 pesos Mexico	$595-597	(£276¼-278¼)	$597-602	(£276¾-279¼)
100 Cor. Austria	$461-466	(£214¾-217¼)	$465-470	(£215½-218)
$20 Eagles	$583-588	(£271¾-274)	$588-593	(£272¾-275)

LONDON MONEY RATES

April 29 1981	Sterling Certificate of deposit	Interbank	Local Authority deposits	Local Auth. negotiable bonds	Finance House Deposits	Company Deposits	Discount Market Deposits	Treasury Bills ◆	Eligible Bank Bills ◆	Fine Trade Bills ◆
Overnight	—	11-12½	11¾	—	—	12¼	10½-11¾	—	—	—
2 days notice	—	—	12½	—	—	—	—	—	—	—
7 days or	—	—	—	—	—	—	—	—	—	—
7 days notice	—	12⅛-12⅝	12⅝	—	13	12¾	11½-11¾	—	—	—
One month	12 9/16-12 7/16	12 11/16-12 9/16	12⅝	13⅛-13⅛	12⅞	12¾	11¾	11 13/16-11 11/16	11⅜	12¾
Two months	12 7/16-12 5/16	12⅝-12½	—	13-12⅝	12⅞	12¾	11¾	11 11/16-11⅝	11½	12⅝
Three months	12 7/16-12 5/16	12⅝-12 7/16	12⅝	12⅞-12½	12⅞	12⅝	11⅝-11¾	11¼-11 3/16	11 11/16-11⅝	12 9/16
Six months	12⅜-12¼	12¼-12⅛	12-12¼	12¼-12⅛	12⅝	12⅝	—	—	11 5/16-11¼	11⅞
Nine months	12⅜-12¼	12 5/16-12 3/16	—	12⅝-12⅜	12⅝	12⅝	—	—	—	—
One year	12 5/16-12⅛	12 5/16-12 3/16	12⅝	12½-12¼	12⅝	12⅝	—	—	—	—
Two years	—	—	12¾	—	—	—	—	—	—	—

Local authorities and finance houses seven days' notice, others seven days' fixed. Long-term local authority mortgage rates nominally three years 13-13¼ per cent; four years 13-13½ per cent; five years 13¼-13½ per cent. ◆ Bank bill rates in table are buying rates for prime paper. Buying rates for four-month bank bills 11 7/16-11½ per cent; four-months trade bills 12 1/16 per cent.

Approximate selling rate for one-month Treasury bills 11 13/16-11 11/32 per cent; two-months 11¾-11 5/32 per cent; three-months 11 13/32-11 7/32 per cent. Approximate selling rate for one-month bank bills 11 21/32 per cent; two-months 11 19/32 per cent; three-months 11 15/32 per cent; one-month trade bills 12½ per cent; two-months 12⅝ per cent and three-months 12 3/16 per cent.

Finance Houses Base Rates (published by the Finance Houses Association): 13 per cent from April 1, 1981. Clearing Bank Deposit Rates for sums at seven days' notice 9 per cent. Clearing Bank Rates for lending 12 per cent. Treasury Bills: Average tender rates of discount 11.2444 per cent.

MONEY RATES

NEW YORK	
Prime Rate	17½-18
Fed. Fund	17⅞-18⅛
Treasury Bills (13-week)	14.47
Treasury Bills (26-week)	14.08
GERMANY	
Special Lombard	12.0
Overnight Rate	11.875
One month	12.35
Three months	12.95
Six months	12.85
FRANCE	
Intervention Rate	12.25
Overnight Rate	12.25
One month	12.8125
Three months	13.125
Six months	13.1875
JAPAN	
Discount Rate	6.25
Call (Unconditional)	7.25
Bill Discount (three-month)	7.28125

1st JUNE 1981 REDEMPTION

DE BEERS CONSOLIDATED MINES LIMITED

U.S.$27,500,000 6½% 15 Year Loan of 1967

REDEMPTION OF BONDS

De Beers Consolidated Mines Limited announces that for the redemption period ending on 1st June 1981 it has purchased and cancelled bonds of the above loan for U.S. $700,000 nominal capital and tendered them to the Trustee.

The nominal amount of bonds to be drawn for redemption at par on 1st June 1981 to satisfy the Company's current redemption obligation is accordingly U.S. $4,500,000 and the nominal amount of this loan remaining outstanding after 1st June 1981 will be U.S. $5,200,000.

DRAWING OF BONDS

Notice is accordingly hereby given that a drawing of bonds of the above loan took place on 22nd April 1981 attended by Mr. Keith Francis Croft Baker of the firm of John Venn & Sons, Notary Public, when 4,500 bonds for a total of U.S. $4,500,000 nominal capital were drawn for redemption at par on 1st June 1981, from which date all interest thereon will cease.

The following are the numbers of the bonds drawn:

2	5	12	19	45	67	113	115	155	161	166	168	171	172	176	178	206	209	224	225
234	295	296	297	299	301	302	303	305	311	336	337	345	349	351	352	353	355	357	358
359	371	378	379	382	384	397	400	430	431	432	433	434	435	436	439	443	444	445	449
454	455	459	460	462	463	465	467	468	472	474	478	479	488	495	497	503	504	508	510
511	512	513	514	515	520	521	522	523	524	528	549	551	554	556	558	560	561	567	568
569	571	576	581	582	583	586	587	588	613	614	615	617	620	621	623	625	626	629	631
634	635	636	640	643	644	646	648	649	651	652	653	658	659	661	664	672	703	706	707
708	710	711	712	713	793	801	827	830	832	833	835	836	842	844	845	849	850	881	886
888	889	890	919	923	924	947	953	955	967	968	970	975	988	994	996	1007	1008	1055	1057
1067	1068	1129	1130	1141	1143	1144	1145	1146	1149	1151	1152	1161	1162	1163	1164	1166	1167	1169	1170
1172	1173	1175	1177	1180	1181	1185	1192	1195	1198	1199	1202	1203	1211	1213	1214	1215	1216	1217	1219
1220	1221	1222	1230	1231	1232	1236	1237	1238	1239	1241	1242	1244	1248	1249	1251	1253	1254	1256	1257
1258	1260	1263	1265	1267	1268	1269	1270	1297	1298	1312	1318	1320	1323	1325	1326	1328	1329	1330	1331
1333	1343	1345	1347	1353	1354	1355	1357	1359	1360	1362	1363	1383	1387	1391	1392	1393	1403	1404	1407
1413	1414	1415	1416	1417	1420	1426	1427	1429	1430	1437	1439	1440	1441	1442	1444	1445	1449	1450	1451
1452	1453	1454	1455	1456	1461	1462	1465	1466	1467	1468	1469	1472	1473	1477	1481	1483	1493	1496	1497
1499	1500	1501	1505	1510	1513	1514	1516	1517	1519	1522	1527	1528	1529	1530	1534	1535	1541	1542	1543
1544	1545	1546	1547	1549	1551	1552	1554	1555	1558	1559	1562	1563	1565	1566	1569	1571	1572	1574	1576
1578	1579	1581	1584	1586	1589	1592	1603	1607	1609	1611	1612	1613	1614	1615	1619	1625	1628	1629	1630
1631	1639	1642	1644	1645	1646	1660	1663	1665	1678	1681	1684	1687	1689	1690	1692	1695	1697	1701	1702
1703	1705	1707	1708	1710	1711	1715	1716	1717	1719	1722	1727	1728	1729	1733	1735	1737	1739	1741	1744
1745	1747	1748	1749	1750	1752	1755	1756	1757	1758	1759	1760	1761	1764	1766	1770	1775	1778	1781	1786
1794	1795	1809	1810	1814	1819	1822	1825	1831	1833	1835	1838	1839	1842	1845	1847	1852	1853	1854	1855
1856	1857	1858	1860	1864	1865	1867	1870	1875	1878	1880	1881	1882	1885	1886	1887	1888	1890	1892	1893
1894	1897	1898	1900	1904	1907	1912	1913	1921	1927	1928	1930	1931	1933	1935	1936	1938	1939	1943	1945
1946	1947	1948	1949	1950	1952	1953	1956	1959	1961	1965	1966	1972	1973	1975	1981	1985	1988	1990	1993
1995	2001	2002	2004	2005	2007	2011	2012	2015	2021	2031	2032	2033	2034	2035	2039	2043	2045	2046	2047
2049	2050	2053	2055	2060	2061	2066	2068	2070	2071	2075	2076	2078	2079	2080	2081	2090	2091	2092	2096
2097	2102	2115	2116	2117	2119	2120	2122	2123	2125	2126	2127	2128	2129	2130	2132	2134	2135	2140	2141
2142	2144	2145	2154	2155	2156	2163	2166	2167	2169	2170	2178	2183	2186	2187	2190	2192	2194	2197	2205
2211	2212	2215	2221	2224	2232	2233	2237	2239	2240	2243	2244	2250	2252	2259	2260	2264	2266	2268	2269
2270	2271	2279	2285	2287	2289	2290	2294	2298	2309	2311	2318	2319	2332	2339	2340	2341	2343	2346	2348
2350	2352	2355	2356	2357	2358	2361	2362	2367	2371	2398	2399	2401	2429	2430	2431	2432	2433	2471	2472
2473	2475	2479	2481	2482	2483	2487	2490	2491	2492	2494	2499	2500	2501	2502	2504	2506	2509	2510	2511
2513	2515	2516	2518	2520	2526	2528	2529	2542	2543	2546	2548	2549	2550	2556	2557	2561	2564	2565	2566
2572	2577	2579	2584	2589	2597	2598	2599	2601	2602	2603	2604	2605	2606	2607	2608	2610	2626	2627	2628
2629	2630	2632	2633	2639	2640	2643	2644	2645	2647	2648	2650	2652	2654	2655	2658	2671	2672	2673	2675
2676	2678	2681	2682	2691	2692	2695	2698	2700	2703	2705	2707	2708	2709	2712	2714	2715	2716	2717	2720
2721	2724	2727	2728	2730	2731	2743	2746	2747	2749	2751	2756	2757	2762	2763	2764	2765	2767	2769	2774
2777	2778	2779	2780	2787	2788	2790	2793	2794	2798	2799	2800	2804	2805	2809	2811	2814	2826	2827	2829
2836	2845	2846	2850	2851	2853	2854	2858	2860	2861	2865	2866	2867	2868	2870	2871	2872	2874	2876	2877
2879	2880	2882	2884	2885	2887	2888	2892	2895	2896	2901	2902	2903	2904	2906	2908	2909	2911	2912	2913
2915	2919	2921	2923	2924	2925	2928	2929	2930	2932	2933	2935	2937	2938	2940	2941	2946	2948	2949	2951
2957	2964	2967	2969	2970	2972	2973	2978	2979	2980	2982	2983	2985	2988	2991	2993	2994	2996	2997	2998
2999	3000	3002	3010	3013	3015	3016	3018	3020	3025	3028	3031	3032	3034	3040	3041	3042	3044	3046	3048
3049	3050	3051	3054	3055	3056	3057	3058	3059	3064	3066	3113	3114	3115	3116	3118	3120	3126	3129	3130
3133	3137	3138	3140	3141	3149	3150	3152	3154	3156	3159	3161	3162	3163	3164	3166	3167	3174	3175	3176
3181	3182	3183	3184	3185	3186	3187	3188	3192	3196	3197	3198	3200	3202	3209	3211	3213	3214	3221	3227
3228	3230	3235	3243	3251	3252	3254	3256	3260	3263	3264	3266	3268	3270	3273	3275	3278	3280	3281	3282
3283	3284	3285	3286	3287	3298	3302	3306	3307	3309	3310	3311	3315	3317	3320	3322	3324	3325	3328	3329
3331	3332	3335	3337	3338	3339	3345	3347	3348	3349	3392	3407	3409	3410	3411	3426	3427	3430	3440	3442
3444	3447	3451	3452	3456	3484	3485	3491	3493	3494	3495	3515	3519	3520	3521	3523	3524	3527	3528	3530
3531	3538	3539	3544	3555	3556	3593	3600	3608	3609	3612	3615	3619	3622	3629	3633	3634	3635	3637	3638
3645	3655	3657	3659	3660	3661	3662	3663	3666	3670	3672	3673	3675	3676	3677	3680	3682	3688	3693	3696
3698	3699	3700	3704	3708	3710	3726	3730	3733	3749	3751	3753	3755	3764	3767	3773	3775	3777	3780	3781
3788	3789	3793	3794	3796	3829	3830	3833	3835	3837	3847	3849	3851	3852	3857	3858	3860	3861	3863	3868
3869	3874	3875	3878	3881	3883	3886	3887	3890	3892	3894	3897	3898	3901	3902	3903	3904	3905	3906	3907
3909	3910	3914	3917	3919	3921	3922	3923	3925	3926	3930	3931	3935	3938	3941	3943	3944	3946	3948	3949
3951	3952	3953	3954	3960	3964	3967	3968	3971	3972	3973	3975	3976	3981	3983	3985	3987	3988	3990	3991
3993	3994	3997	4001	4002	4006	4009	4010	4013	4025	4026	4028	4031	4032	4035	4038	4044	4045	4048	4049
4050	4051	4052	4054	4056	4061	4063	4065	4067	4070	4071	4073	4077	4079	4081	4082	4086	4088	4092	4095
4097	4098	4100	4101	4104	4105	4107	4109	4111	4113	4116	4120	4121	4122	4124	4125	4127	4129	4132	4135
4136	4139	4141	4145	4146	4147	4149	4150	4151	4156	4157	4158	4160	4164	4167	4174	4175	4177	4180	4182
4183	4187	4188	4193	4195	4196	4197	4201	4204	4205	4209	4212	4213	4215	4216	4217	4219	4221	4222	4223
4227	4229	4230	4232	4236	4237	4245	4246	4247	4248	4250	4251	4252	4254	4257	4260	4269	4271	4272	4273
4275	4276	4279	4280	4284	4288	4290	4293	4294	4295	4296	4301	4303	4306	4307	4312	4316	4320	4322	4323
4326	4329	4331	4338	4339	4342	4347	4350	4351	4356	4364	4369	4374	4375	4378	4381	4384	4388	4390	4392
4393	4394	4395	4397	4400	4401	4404	4406	4408	4409	4413	4414	4428	4430	4433	4438	4444	4446	4447	4449
4451	4454	4455	4515	4520	4522	4524	4525	4529	4531	4532	4533	4536	4543	4547	4549	4551	4593	4595	4596
4599	4607	4614	4615	4618	4619	4621	4624	4651	4653	4654	4655	4656	4659	4676	4703	4708	4739	4740	4746
4747	4750	4752	4753	4754	4757	4758	4759	4760	4761	4764	4789	4799	4800	4803	4806	4812	4814	4816	4820
4822	4823	4825	4826	4834	4839	4864	4867	4868	4872	4873	4876	4878	4879	4883	4884	4887	4890	4891	4892
4896	4899	4901	4902	4903	4904	4905	4906	4937	4940	4989	4990	4991	4992	5016	5018	5019	5020	5021	5022
5023	5025	5026	5027	5028	5030	5032	5033	5056	5058	5060	5062	5063	5077	5078	5080	5083	5097	5149	5154
5155	5156	5158	5159	5163	5165	5177	5178	5184	5186	5187	5188	5189	5191	5193	5194	5201	5203	5204	5205
5207	5233	5235	5238	5240	5242	5243	5248	5249	5250	5252	5253	5272	5274	5275	5295	5370	5375	5376	5381
5383	5401	5404	5442	5456	5459	5463	5464	5465	5466	5468	5469	5470	5472	5483	5486	5489	5492	5494	5499
5500	5508	5526	5534	5536	5537	5666	5670	5671	5703	5722	5730	5746	5747	5748	5764	5766	5767	5813	5815
5817	5818	5821	5830	5840	5842	5843	5845	5846	5848	5867	5877	5891	5892	5894	5902	5905	5906	5909	5913
5915	5916	5917	5918	5932	5939	5941	5943	5976	5977	5982	5989	6001	6002	6030	6031	6042	6043	6045	6048
6049	6052	6063	6064	6079	6080	6093	6097	6113	6115	6123	6128	6130	6131	6132	6133	6153	6154	6156	6179
6180	6181	6183	6184	6198	6201	6202	6204	6210	6214	6216	6217	6219	6221	6225	6233	6234	6237	6239	6241
6262	6263	6264	6266	6268	6269	6277	6279	6299	6301	6315	6317	6318	6333	6334	6346	6348	6358	6359	6363
6365	6366	6367	6368	6369	6371	6387	6397	6398	6412	6413	6414	6415	6416	6418	6419	6420	6423	6431	6433
6434	6435	6436	6441	6443	6444	6446	6447	6449	6453	6454	6457	6477	6478	6498	6499	6501	6504	6580	6587
6590	6591	6631	6633	6634	6639	6640	6641	6642	6643	6648	6652	6659	6661	6662	6663	6665	6666	6712	6733
6742	6800	6803	6804	6815	6820	6821	6822	6824	6831	6836	6837	6838	6839	6841	6844	6849	6850	6857	6859
6862	6866	6868	6917	6918	6919	6921	6922	6923	6931	6960	6963	6965	6966	6969	6971	6972	6974	6983	6990
6994	6995	7002	7003	7004	7005	7033	7035	7036	7040	7044	7046	7052	7074	7088	7090	7092	7122	7123	7138
7139	7154	7155	7157	7158	7162	7170	7173	7176	7184	7198	7199	7200	7201	7202	7203	7205	7206	7226	7229
7230	7233	7236	7238	7239	7240	7244	7248	7249	7250	7251	7252	7254	7256	7264	7265	7267	7269	7270	7312
7324	7325	7329	7331	7332	7333	7338	7341	7342	7344	7345	7347	7348	7354	7355	7359	7360	7369	7373	7375
7376	7377	7378	7379	7380	7381	7385	7386	7390	7391	7426	7454	7457	7459	7464	7484	7486	7487	7514	7515
7517	7519	7610	7612	7613	7615	7622	7629	7643	7645	7678	7679	7680	7681	7682	7685	7686	7687	7697	7699
7705	7706	7714	7715	7741	7743	7755	7802	7836	7839	7840	7841	7842	7849	7850	7862	7863	7915	7936	7938
7941	7951	7957	7960	7961	7962	7963	7964	7994	8000	8001	8002	8004	8014	8015	8032	8033	8034	8066	8070
8071	8075	8076	8078	8079	8083	8085	8086	8094	8098	8099	8100	8102	8103	8104	8105	8106	8107	8114	8123
8127	8129	8130	8133	8134	8135	8136	8137	8146	8147	8148	8150	8153	8183	8191	8195	8196	8197	8254	8256
8259	8260	8261	8262	8263	8268	8271	8274	8275	8291	8292	8301	8306	8307	8329	8331	8333	8335	8337	8338
8339	8353	8361	8367	8416	8438	8439	8440	8456	8457	8458	8459	8464	8467	8494	8510	8511	8512	8513	8514
8515	8518	8519	8523	8524	8530	8532	8536	8540	8541	8543	8544	8550	8568	8569	8582	8583	8585	8589	8590
8595	8596	8597	8601	8602	8603	8604	8605	8630	8633	8635	8640	8667	8878	8879	8886	8906	8907	8909	8910
8911	8925	8926	8939	8942	8945	9008	9019	9021	9023	9024	9101	9102	9104	9107	9108	9111	9112	9114	9115
9119	9120	9121	9123	9125	9144	9145	9146	9521	9601	9602	9603	9604	9608	9609	9610	9671	9706	9707	9708
9710	9714	9715	9716	9717	9720	9728	9729	9734	9758	9771	9772	9773	9777	9780	9793	9797	9799	9822	9823
9857	9858	9861	9931	9999	10000	10001	10002	10006	10009	10083	10100	10152	10153	10336	10351	10368	10369	10370	10372
10373	10419	10478	10480	10481	10515	10516	10574	10641	10743	10744	10762	10764	10766	10777	10779	10783	10806	10858	10860
10861	10862	10863	10865	10868	10869	10876	10877	10890	10891	10892	10894	10896	10901	10905	10910	10912	10919	10931	10932
10933	10934	10935	10936	10940	10941	10953	10954	11020	11029	11034	11035	11093	11131	11132	11138	11201	11210	11217	11220
11222	11223	11228	11229	11230	11231	11232	11233	11234	11237	11240	11241	11243	11244	11245	11246	11250	11252	11259	11263
11265	11266	11309	11332	11336	11337	11338	11339	11346	11368	11370	11372	11412	11415	11426	11520	11528	11618	11619	11620
11621	11623	11633	11647	11665	11666	11667	11674	11678	11681	11768	11807	11837	11839	11840	11857	11858	11862	11865	11868
11940	11972	11980	11981	11984	11985	12000	12001	12005	12006	12008	12009	12010	12016	12017	12018	12019	12020	12021	12023

12030	12031	12032	12034	12037	12040	12052	12055	12056	12058	12059	12115	12116	12118	12125	12126	12127	12216	12217	12218
12231	12233	12320	12363	12370	12579	12599	12601	12605	12608	12640	12685	12688	12750	12764	12787	12788	12789	12833	12834
12837	12909	12910	12912	12913	12920	12921	12922	12976	12984	13009	13014	13030	13079	13126	13129	13221	13238	13281	13282
13306	13352	13354	13369	13377	13379	13382	13443	13444	13446	13467	13468	13469	13470	13702	13703	13705	13724	13751	13792
13793	13964	13965	13967	13968	13970	13973	13974	13976	14032	14147	14180	14184	14185	14186	14187	14189	14195	14196	14198
14202	14203	14224	14226	14227	14229	14231	14233	14237	14240	14253	14255	14256	14277	14280	14291	14292	14307	14308	14319
14326	14335	14431	14444	14457	14485	14501	14719	14730	14732	14733	14740	14742	14743	14751	14755	14756	14771	14772	14774
14775	14776	14779	14780	14781	14784	14785	14786	14788	14789	14791	14812	14816	14837	14838	14901	14902	14904	14905	14997
15003	15096	15099	15101	15103	15111	15135	15136	15137	15179	15181	15182	15183	15186	15189	15196	15198	15202	15203	15204
15205	15207	15210	15217	15218	15219	15221	15233	15235	15237	15239	15240	15252	15257	15258	15260	15278	15280	15287	15288
15291	15293	15296	15298	15303	15305	15308	15310	15311	15340	15341	15345	15347	15349	15351	15358	15377	15385	15400	15403
15410	15417	15431	15432	15445	15449	15450	15451	15482	15484	15492	15493	15501	15512	15513	15514	15515	15549	15550	15571
15572	15575	15576	15580	15584	15585	15586	15587	15596	15600	15649	15650	15651	15652	15711	15712	15714	15715	15791	15793
15814	15815	15871	15872	15877	15878	15887	15888	15893	15894	15900	15995	15996	15997	16005	16006	16008	16152	16154	16184
16186	16193	16194	16205	16221	16229	16262	16264	16265	16282	16353	16364	16365	16366	16367	16409	16411	16413	16521	16523
16524	16537	16539	16545	16546	16621	16628	16633	16634	16635	16640	16641	16642	16643	16732	16739	16741	16749	16754	16756
16765	16791	16792	16794	16795	16797	16798	16799	16831	16832	16833	16834	16893	16894	16900	16902	16905	16911	16924	16943
16944	16948	16953	16954	16956	16958	16964	16965	16969	16970	16973	16974	16976	16979	16981	16985	16986	16988	16989	16990
16993	16994	17002	17003	17005	17018	17019	17021	17022	17025	17091	17092	17096	17098	17139	17141	17143	17145	17147	17152
17155	17160	17161	17162	17163	17165	17176	17178	17193	17194	17197	17198	17202	17203	17207	17209	17211	17212	17215	17238
17240	17272	17286	17287	17289	17297	17308	17337	17340	17440	17441	17442	17461	17503	17514	17515	17516	17517	17522	17526
17529	17545	17547	17549	17552	17553	17560	17574	17575	17582	17585	17586	17588	17595	17598	17600	17601	17602	17603	17605
17607	17610	17614	17618	17637	17640	17643	17646	17649	17650	17651	17652	17657	17685	17690	17691	17693	17694	17735	17738
17739	17792	17793	17797	17801	17802	17803	17808	17810	17811	17814	17817	17821	17824	17825	17826	17827	17829	17830	17890
17895	17908	17916	17922	17925	17972	17973	17974	18013	18015	18049	18126	18131	18132	18280	18281	18319	18320	18386	18388
18389	18391	18392	18393	18540	18544	18546	18548	18549	18562	18565	18568	18574	18575	18689	18690	18692	18766	18768	18770
18771	18805	18845	18846	18849	18860	18861	18862	18870	18871	18872	18874	18875	18876	18877	18878	18879	18883	18884	18886
18889	18890	18891	18892	18893	19353	19357	19360	19362	19364	19365	19367	19368	19369	19426	19427	19430	19433	19448	19449
19450	19515	19516	19521	19522	19523	19573	19579	19580	19585	19603	19606	19607	19608	19611	19615	19616	19617	19618	19619
19865	20091	20166	20192	20193	20194	20196	20266	20276	20287	20288	20602	20603	20710	20716	20717	20719	20721	20723	20724
20725	20772	20940	20991	20996	20999	21000	21002	21003	21007	21012	21013	21015	21016	21017	21022	21023	21024	21026	21028
21029	21030	21031	21032	21033	21035	21036	21037	21040	21043	21044	21046	21047	21048	21049	21050	21052	21053	21058	21063
21066	21070	21073	21075	21076	21077	21078	21079	21080	21083	21084	21085	21088	21090	21091	21092	21093	21129	21132	21133
21151	21154	21176	22253	22254	22255	22259	22296	22297	22304	22392	22393	22401	22402	22406	22407	22408	22411	22428	22435
22442	22443	22537	22572	22594	22595	22677	22689	22690	22691	22764	22765	22766	22767	22768	22770	22771	22774	22777	22779
22780	22783	22786	22787	22789	22790	22810	22812	22815	22820	22821	22822	22824	22825	22827	22829	22830	22831	22832	22833
22835	22848	22853	22962	23331	23335	23338	23341	23343	23344	23346	23347	23352	23353	23354	23355	23356	23357	23360	23362
23363	23365	23369	23371	23372	23376	23380	23381	23384	23385	23387	23388	23392	23398	23399	23402	23404	23405	23407	23412
23413	23416	23417	23420	23421	23426	23428	23431	23432	23433	23434	23435	23437	23439	23441	23442	23443	23445	23446	23447
23450	23453	23455	23456	23463	23464	23465	23467	23469	23470	23471	23472	23475	23478	23481	23483	23485	23488	23490	23492
23497	23498	23500	23501	23502	23503	23505	23506	23508	23511	23512	23514	23515	23517	23518	23519	23520	23521	23523	23527
23528	23531	23534	23535	23536	23539	23540	23549	23551	23552	23554	23556	23558	23560	23561	23562	23565	23569	23570	23573
23575	23577	23578	23579	23580	23583	23584	23587	23588	23592	23594	23597	23599	23600	23604	23606	23611	23617	23618	23620
23623	23625	23627	23628	23630	23633	23634	23635	23642	23643	23644	23647	23648	23651	23652	23653	23654	23657	23658	23659
23661	23664	23666	23671	23673	23674	23676	23677	23679	23683	23684	23685	23686	23688	23691	23693	23694	23695	23696	23697
23699	23700	23701	23702	23708	23711	23712	23713	23715	23716	23719	23720	23721	23724	23729	23734	23735	23737	23743	23744
23747	23751	23752	23753	23754	23757	23761	23763	23764	23765	23768	23769	23770	23773	23775	23776	23785	23791	23795	23796
23800	23805	23808	23812	23813	23816	23820	23825	23827	23828	23831	23834	23836	23838	23840	23844	23846	23848	23849	23851
23854	23858	23859	23860	23861	23863	23865	23866	23869	23870	23871	23873	23875	23877	23878	23881	23882	23885	23887	23890
23891	23893	23894	23895	23896	23898	23899	23902	23905	23907	23909	23910	23914	23916	23918	23919	23920	23921	23926	23929
23933	23935	23937	23938	23943	23945	23946	23947	23951	23952	23957	23958	23959	23960	23962	23965	23966	23968	23970	23974
23975	23976	23979	23981	23982	23983	23984	23985	23987	23988	23990	23993	23995	23997	24001	24003	24005	24006	24007	24008
24009	24010	24011	24013	24016	24017	24023	24025	24027	24030	24031	24032	24034	24038	24039	24042	24045	24046	24047	24050
24052	24054	24056	24057	24058	24060	24061	24063	24066	24068	24069	24072	24073	24074	24075	24077	24079	24084	24086	24088
24090	24091	24102	24103	24104	24105	24106	24107	24108	24109	24111	24112	24113	24115	24118	24119	24120	24121	24122	24123
24125	24126	24131	24137	24138	24141	24142	24143	24144	24147	24151	24155	24156	24157	24158	24162	24163	24164	24166	24167
24169	24170	24171	24174	24176	24177	24178	24179	24181	24184	24189	24190	24191	24192	24194	24195	24196	24197	24198	24199
24201	24204	24211	24212	24214	24216	24218	24219	24224	24226	24228	24232	24234	24238	24241	24243	24245	24248	24254	24255
24257	24258	24260	24263	24264	24267	24268	24269	24270	24272	24276	24277	24278	24279	24280	24281	24285	24288	24289	24290
24298	24300	24303	24304	24306	24307	24311	24312	24314	24319	24320	24322	24325	24333	24335	24337	24340	24348	24350	24351
24353	24354	24355	24357	24358	24359	24360	24362	24364	24365	24366	24370	24371	24372	24375	24376	24377	24378	24379	24380
24381	24382	24383	24385	24387	24388	24391	24395	24396	24398	24401	24404	24407	24408	24410	24412	24413	24414	24415	24416
24419	24420	24421	24426	24427	24428	24430	24432	24433	24439	24440	24444	24447	24448	24452	24453	24454	24456	24457	24459
24460	24463	24464	24466	24467	24469	24472	24474	24476	24481	24482	24483	24486	24487	24488	24489	24493	24498	24500	24503
24508	24511	24514	24515	24516	24525	24526	24533	24535	24538	24539	24543	24545	24547	24550	24553	24554	24556	24559	24563
24564	24567	24568	24574	24577	24578	24581	24583	24587	24588	24589	24591	24592	24595	24598	24599	24600	24602	24603	24606
24607	24608	24609	24610	24612	24613	24614	24616	24618	24619	24622	24624	24625	24627	24629	24630	24631	24633	24634	24642
24644	24645	24647	24648	24649	24650	24651	24652	24654	24655	24658	24665	24666	24669	24672	24678	24687	24688	24689	24692
24695	24696	24697	24698	24701	24703	24704	24706	24709	24710	24713	24716	24718	24720	24722	24725	24727	24729	24731	24732
24733	24735	24736	24739	24741	24743	24746	24747	24750	24752	24753	24754	24757	24759	24760	24764	24765	24767	24768	24769
24770	24772	24774	24775	24776	24777	24779	24782	24783	24784	24785	24786	24787	24791	24792	24793	24795	24796	24799	24802
24803	24806	24810	24811	24813	24816	24825	24829	24831	24832	24834	24838	24839	24841	24842	24843	24844	24847	24848	24849
24850	24852	24854	24855	24856	24858	24860	24866	24867	24869	24871	24873	24874	24877	24879	24883	24884	24885	24889	24895
24896	24897	24901	24904	24905	24906	24907	24909	24910	24912	24913	24914	24916	24917	24918	24921	24923	24924	24926	24929
24930	24934	24938	24939	24941	24942	24943	24944	24946	24947	24948	24949	24950	24951	24952	24956	24957	24958	24960	24961
24963	24964	24966	24967	24972	24973	24975	24976	24979	24980	24981	24983	24985	24986	24988	24990	24996	24999	25002	25003
25004	25005	25006	25007	25008	25009	25017	25018	25019	25024	25027	25028	25029	25038	25040	25041	25051	25054	25055	25057
25058	25064	25066	25067	25068	25072	25073	25079	25082	25083	25084	25086	25087	25089	25090	25092	25093	25094	25097	25099
25100	25102	25103	25104	25106	25111	25113	25117	25118	25120	25122	25129	25130	25132	25133	25134	25135	25137	25139	25140
25142	25143	25145	25146	25147	25150	25151	25153	25154	25157	25160	25161	25163	25165	25166	25169	25170	25173	25174	25175
25178	25186	25189	25192	25194	25196	25198	25200	25201	25202	25208	25209	25210	25213	25216	25218	25219	25223	25224	25225
25227	25228	25229	25230	25231	25232	25234	25239	25240	25241	25242	25244	25247	25248	25251	25257	25258	25260	25261	25263
25265	25267	25268	25269	25271	25272	25274	25276	25277	25279	25280	25284	25286	25287	25294	25295	25301	25303	25307	25308
25310	25312	25317	25318	25319	25322	25331	25333	25335	25337	25339	25344	25351	25354	25365	25369	25372	25373	25374	25376
25392	25393	25395	25398	25399	25403	25405	25406	25413	25414	25415	25416	25417	25419	25432	25434	25436	25437	25439	25452
25461	25462	25471	25474	25479	25480	25481	25486	25489	25495	25496	25497	25498	25501	25502	25506	25507	25509	25511	25515
25519	25520	25521	25522	25529	25533	25534	25535	25536	25541	25542	25543	25552	25553	25554	25555	25572	25577	25581	25583
25584	25595	25597	25598	25600	25602	25605	25606	25607	25608	25609	25612	25614	25615	25618	25619	25621	25623	25624	25625
25626	25628	25629	25632	25634	25637	25638	25639	25641	25642	25648	25668	25669	25670	25672	25683	25686	25687	25688	25689
25690	25691	25696	25700	25702	25711	25712	25713	25714	25715	25716	25723	25726	25728	25729	25749	25787	25789	25791	25792
25793	25795	25797	25815	25817	25822	25824	25841	25842	25844	25848	25850	25852	25856	25857	25858	25877	25880	25881	25884
25885	25886	25889	25890	25893	25894	25895	25897	25899	25901	25903	25908	25910	25914	25915	25916	25921	25923	25929	25932
25933	25935	25936	25945	25946	25947	25950	25955	25956	25959	25964	25968	25970	25974	25978	25997	26004	26005	26006	26012
26013	26014	26021	26023	26024	26027	26028	26031	26034	26042	26045	26063	26064	26066	26067	26068	26073	26074	26076	26077
26080	26085	26090	26091	26092	26094	26102	26110	26131	26133	26148	26156	26157	26199	26200	26201	26204	26208	26210	26212
26214	26215	26218	26219	26223	26224	26276	26278	26279	26284	26290	26291	26293	26294	26295	26299	26311	26313	26314	26329
26330	26331	26333	26334	26335	26336	26339	26340	26341	26344	26347	26349	26352	26353	26367	26369	26397	26399	26400	26401
26402	26403	26404	26406	26411	26413	26418	26420	26422	26424	26425	26426	26433	26435	26437	26438	26443	26444	26447	26453
26454	26456	26478	26479	26484	26486	26488	26489	26499	26505	26507	26511	26516	26517	26518	26519	26521	26522	26523	26524
26528	26530	26531	26532	26534	26537	26538	26539	26542	26543	26545	26549	26551	26553	26567	26582	26583	26584	26589	26590
26594	26596	26606	26608	26610	26611	26614	26616	26620	26624	26636	26641	26651	26655	26660	26682	26683	26684	26687	26689
26692	26693	26694	26696	26704	26706	26708	26719	26724	26726	26728	26729	26730	26731	26732	26733	26734	26735	26737	26738
26739	26741	26742	26743	26744	26745	26746	26748	26749	26750	26753	26756	26757	26760	26761	26762	26777	26779	26781	26784
26785	26786	26787	26792	26796	26797	26804	26807	26808	26810	26811	26815	26816	26817	26818	26819	26823	26865	26866	26868
26870	26872	26873	26874	26877	26884	26896	26902	26904	26905	26908	26910	26911	26914	26915	26975	26980	26981	26982	26983
26999	27000	27004	27005	27009	27010	27013	27014	27015	27017	27020	27021	27022	27025	27030	27031	27032	27033	27034	27036
27059	27062	27065	27073	27074	27075	27076	27081	27084	27089	27090	27095	27100	27101	27103	27104	27105	27106	27107	27108
27110	27111	27112	27142	27146	27167	27168	27169	27172	27173	27174	27177	27180	27181	27187	27188	27189	27190	27193	27196
27197	27201	27204	27205	27207	27209	27215	27220	27221	27223	27226	27227	27228	27230	27233	27321	27328	27329	27331	27333
27334	27335	27336	27337	27338	27339	27340	27341	27342	27343	27346	27347	27350	27353	27354	27355	27356	27358	27359	27360
27364	27387	27389	27393	27395	27397	27398	27399	27402	27405	27407	27408	27409	27412	27416	27417	27418	27419	27420	27428
27429	27436	27437	27439	27440	27441	27442	27444	27449	27461	27462	27469	27477	27479	27480	27489	27492	27494	27496	27498

Witness: K. F. C. Baker, Notary Public.

The above bonds may be presented for payment of the proceeds of redemption at par on or after 1st June 1981 at the offices of the Paying Agents named on the coupons in the manner specified in Condition 5 of the Terms and Conditions of the Loan printed on the bonds. Each of these bonds when presented for redemption must bear the coupon dated 1st June 1982, otherwise the amount of the missing coupon will be deducted from the principal to be repaid.

Principal Paying Agent: N. M. Rothschild & Sons Limited, New Court, St. Swithin's Lane, London EC4P 4DU

WORLD STOCK MARKETS

Dow declines 12.43 at 1 pm

RISING INTEREST RATES sent stock market prices broadly lower by mid-session.

Chase Manhattan led a move by several major banks to an 18 per cent prime rate, up from 17½ per cent. Meanwhile, interest rates rose again in the credit market after news that the index of leading indicators for March rose 1.4 per cent, the first increase in four months.

Investors fear any strengthening of the economy will push interest rates and prices higher.

The Dow Jones Industrial Average was off 12.43 at 1004.50 at 1 pm. Declines paced advances three to one on volume of 25m shares (35m). The NYSE All Common Index was off 0.75 at 76.80.

Retailers were weak. Active **Sears Roebuck** lost $⅜ to $19⅝, **K Mart** $¼ to $22¼, **J. C. Penney** $¼ to $33⅛, active **Lucky Stores** $¼ to $16⅛ and **Dayton Hudson** $¼ to $61⅞.

Active **Polaroid** dropped $⅞ to $27¼ in spite of news of a new product verification device to prevent counterfeiting of brand name merchandise.

A few Oils firmed. **Superior Oil** added $1½ to $192½, **Ocean Drilling** $1⅜ to $30⅞, and **Coastal Corp.** $3⅜ to $33⅞. But **Exxon** slipped $⅞ to $67⅛, **Texaco** $⅜ to $36⅛ and active **Gulf Oil** $⅞ to $32⅞.

Ogden Corp. tacked on $⅜ to $36½. Its first quarter profit advanced. **Holiday Inns** lost $½ to $28⅛ and **Zapata Corp.** $1⅛ to $22⅞ despite good improvement in their March quarter results. **M/A Com** dropped $1½ to $28⅛. *It plans to offer up to $100m of debt.*

Tie Comunications slipped $⅝ to $24⅛. It plans to offer $25m of debt. **Midland Glass** reported a March quarter loss and eased $⅛ to $9⅞. **Delhi International** added $¼ to $81½. Its first quarter net improved. Volume leader **Houston Trust**, when issued, eased $⅛ to $33.

THE AMERICAN SE Market Value Index was off 3.16 at 353.99. Volume of 3.4m shares (3.22m).

Closing prices for North America were not available for this edition.

Canada

Markets extended their early decline, moving sharply lower by mid-session in moderately active trading.

At noon the Toronto Composite Index dropped 15.2 to 2,318.8 on volume of 3.25m shares. All 14 industry indices were down. The Metals and Minerals Index was off 20.2 at 2,310.9, the Golds Index off 6.8 at 4,302.2 and the Oil and Gas Index off 27.2 at 4,417.0.

Australia

Prices steadied and Rundle Shale Oil partners, **Central Pacific Minerals** and **Southern Pacific Petroleum**, regained ground.

Encouraged by interest shown in London overnight, **Central Pacific** firmed 20 cents to A$1.70 and **Southern Pacific** 15 to 80 cents to help the All-Ordinaries Index finish 3.6 up at 707.1.

Oils continued nervous but several big stocks closed off their lows to hold the oil index to a 2.8 loss at 900.9 after a 38.7 point drop on Tuesday.

Bridge was one of the stronger oils, adding 40 cents to A$6.80, while **Santos** eased 10 to A$6.40 and **Hartogen** 10 to A$8.60. **Woodside** firmed 2 cents to A$2.40 but **Ampol Ex** shed 10 to A$2.45 in spite of announcing an 18.2 per cent rise in interim profits.

BHP rose 20 cents to A$14.20, **CSR** 14 to A$7.04, **CRA** 10 to A$4.55 and **Hamersley** 10 to A$4.30. **WMC** eased 6 to A$5.12 and **Pancontinental** 10 to A$9.80 while **MIM**, **Woolworth** and **Bank of NSW** were steady at A$4.75, A$2.26 and A$3.35 respectively.

Trading was generally quiet as rising overseas markets continued to attract foreign investors.

Hong Kong

Shares closed mixed in fairly quiet trading in yesterday's half-day session. The Hang Seng Index lost 0.66 points to 1,441.42.

The market opened weaker after prices eased in London. It recovered during the morning mainly on speculative buying, with second line shares being the most active.

Among leaders, **Swire Pacific "A"** gained 80 cents to HK$16 and **Cheung Kong** 30 to HK$26.80, but **Hongkong Bank** lost 30 to HK$14.80 and **Hutchison Whampoa** 10 cents to HK$16.70.

Hongkong Electric rose 10 cents to HK$8.30, **Hongkong Land** was unchanged at HK$12.50 as was *Jardine Matheson* at HK$20.50, while **Hongkong Wharf** lost 10 cents to HK$8.10.

Elsewhere, **Tai Cheung** gained 20 cents to HK$5.50, **Sun Hung Kai Securities** 15 to HK$4.20, **Trafalgar** 10 to HK$6.35, **China Light** 50 cents to HK$11.50 and **Carrian Investments** 15 cents to HK$8.85.

Japanese markets were closed yesterday because of the holiday to celebrate Emperor Hirohito's birthday.

Singapore

Share prices closed mixed with a firmer bias in very active trading.

Bousteadco, **Keppel Shipyard** and **Development Bank** rose between 15 and 20 cents while on the decline, **Magnum Corporation**, **Straits Trading** and **Malayan Bank** fell between 10 and 20 cents.

The Straits Times Index rose 3.67 to a record 877.33.

Germany

Share prices ended the day generally steady though Volkswagen continued to tumble following news of a sharp fall in year and first-quarter profits.

As the Commerzbank 60-share index fell 5.3 to 721, VW shares closed at DM 160, down 6 from yesterday and 3 from the opening. *Sentiment on the bourse* was depressed by the VW news, though **Daimler** closed unchanged at DM 306.50 and **BMW** shed only 0.50 to DM 176.50.

After 1980 results, **BBC** [illegible] unchanged at DM 271 after op[illegible]ing off 5, and **Deutsche Babc**[illegible] in engineerings fell 6 to DM 1[illegible]

In Banks, **Deutsche** fell DM [illegible] to DM 288 and its new rig[illegible] issue traded at DM 7.50 af[illegible] DM 7.65, the sources said.

Commerzbank was unchan[illegible] at DM 134 and **Dresdner** ea[illegible] 0.60 to DM 158.40. In otherw[illegible] easier chemicals, **Hoechst** gain[illegible] 0.50 to DM 123.

Public authority bond pri[illegible] fell as much as one full po[illegible] and the Bundesbank boug[illegible] DM 3.9m of paper, after buy[illegible] DM 4.9m on Tuesday. Ma[illegible] Eurobonds were also weak.

In options trading, pric[illegible] were barely steady on light volume. Interest centred [illegible] calls of **Philips**.

Paris

Shares prices eased [illegible] moderate trading. Sentiment w[illegible] depressed by yesterday's recom[illegible]mendation by the Communi[illegible] Party to vote for Sociali[illegible] Francois Mitterrand in th[illegible] second round of the Frenc[illegible] Presidential Election.

In lower metals **Creusot-Loir**[illegible] *was temporarily suspended* aft[illegible] its limit fall and after resumin[illegible] trading it was FFr 7 off at FFr [illegible]

Banks and Insurances, Por[illegible]folios, Foods, Stores and Co[illegible]structions were also lower.

Milan

Share prices turned upwar[illegible] after a two-day setback as th[illegible] market overcame the technic[illegible] difficulties of the month[illegible] liquidation period.

The market index rose 0.[illegible] per cent in active trading. Th[illegible] "vivacity" of the unoffici[illegible] after-Bourse market sent ma[illegible] prices still higher.

Johannesburg

Trading across the board w[illegible] quiet and volume thin [illegible] investors and institutions aw[illegible] the outcome of the gene[illegible] election.

Gold shares closed eas[illegible] following the bullion pr[illegible] decline.

CANADA

Stock	April 28	April 27
Abitibi	27½	26
Agnico Eagle	13¼	13⅜
Alcan Alumin	42⅛	42¾
Algoma Steel	49	48½
Asbestos	42	42½
Bk Montreal	30½	30¼
Bk Nova Scotia	30	30

BELGIUM (continued)

April 28	Price Frs.	+ or —
Petrofina	4,700	+60
Royale Belge	4,330	+80
Soc Gen Banq.	1,850	—28
Soc Gen Belge	1,064	+20
Sofina	2,935	......
Solvay	2,260	+10
Traction Elect.	2,020	—10
UCB	1,232	+12

HOLLAND

April 29	Price Fls.	+ or —
ACF Holding	84	—1.5
Ahold	69	......
AKZO	24.3	—0.1
ABN	295	+1
AMEV	90.6	—0.5
AMRO	58	+0.1
Bredero Cert	218	+1.5
Bos Kalis	88.7	+0.4

AUSTRALIA

April 29	Price Aust. $	+ or —
ANZ Group	4.80	+0.02
Acrow Aust	1.30	+0.05
Allstate Expl	1.00	......
Ampol Pet	1.90	+0.03
Assoc. Pulp Pap.	2.5	......
Audimco	0.21	+0.01
Aust. Cons. Ind.	2.10	—0.05
Aust. Guarant.	1.80	......
Aust. Nat. Inds	3.60	......

JAPAN (continued)

April 28	Price Yen	+ or —
Kubota	350	......
Kumgaai	370	—2
Kyoto Ceramic	3,800	+30
Lion	428	+2
Maeda Cons.	599	+1
Makita	900	—5
Marubeni	372	—1
Marudai	675	+3
Marui	889	—5

Sugar at 13-month lows

By Our Commodities Staff

WORLD SUGAR values continued to decline yesterday with nearby positions on the London futures market reaching new 13-month lows. The August position ended £2.30 down on the day at £181.90 a tonne and has now lost more than £20 since the end of last week.

This week's fall has resulted in a further increase in the EEC subsidies paid to sugar traders to enable them to sell surplus Common Market sugar on the world market. At yesterday's weekly tender in Brussels the EEC Commission raised the maximum export rebate to 17.552 European currency units compared with 15.981 a week earlier. Export licences were granted on 64,676 tonnes of white sugar against 65,750 last week.

Australia and Japan have concluded an 18-month interim sugar sales agreement to succeed the expiring long term contract from July this year, reports Reuter from Brisbane.

The Japanese refused to negotiate a further long term contract incorporating the sort of price protection sought by Australians.

The expiring contract covering delivery of some 600,000 tonnes of sugar a year had to be re-negotiated in 1977 because its fixed prices were well above the falling world price.

Japanese trade sources have said the new agreement will involve an undefined tonnage priced on the London daily average in the month before delivery.—Reuter

Commission ignores UK plea on Soviet grain ban

BY JOHN WYLES IN BRUSSELS

THE EUROPEAN Commission yesterday brushed aside an intensive lobbying effort by the UK and decided without reference to member Governments to remove most restrictions on agricultural trade with the Soviet Union.

The decision comes in the wake of the lifting of the partial U.S. embargo on grain exports to the USSR and is controversial only to the extent that the British wanted it discussed and confirmed by member Governments.

The UK saw this as an opportunity to assert some Government authority over the Commission's management of the EEC's subsidised food export trade with the Soviet Union. However, France which is the EEC's main food exporter was equally determined to protect the Commission's independence and an export management system which has traditionally worked to its advantage.

After lobbying the Commission during the past three days, the UK may make a final effort to raise the subject for discussion at today's weekly meeting of EEC Governments' permanent representatives, Coreper.

In considering the matter, the Commission was anxious to preserve its export management rights and believed that it would be absurd to wait until EEC foreign ministers meet in mid-May before abandoning a redundant policy.

It was the foreign ministers who adopted the policy in January last year based on an undertaking to maintain EEC grain sales to the USSR at traditional levels so as not to undermine the U.S. embargo.

At the same time, subsidised butter sales to Russia were also curbed and then later blocked altogether. The Commission said yesterday that for the time being it would not resume butter sales because surplus stocks have fallen to the abnormally low level of 35,000 tonnes.

The Commission will, however, be retaining some of the monitoring arrangements it set up to ensure that its restricted export policy was not being breached. In particular, it will still have the right to suspend the granting of guaranteed export subsidies for five days. Officials say that this is a useful tool to discourage speculative sales based on EEC export refunds.

British lamb export call

FACED with a drastic fall in its lamb exports to the EEC, the British Government is now urging the European Commission to propose changes in the once controversial EEC sheepmeat regime.

Essentially, the UK is seeking a softening of the so-called "clawback" arrangement which forces exporters to hand back deficiency payments paid by the Community to bridge the gap between actual market prices and the EEC guaranteed price.

In discussions here yesterday with senior Commission officials responsible for agriculture, British Ministry of Agriculture representatives argued for a reduction in the clawback so as to take account of the fact that the costs of producing lamb for export are higher than the costs of production for the domestic market.

It remains to be seen whether the Commission will be convinced and whether other member states would agree to endorse any proposed changes. But the arithmetic of the changed British export trade is impressive.

According to the Association of British Abattoir Owners exports have dropped from 45,000 carcasses a week at the time of the introduction of the EEC sheepmeat regime last autumn to a mere 1,500.

This is a grave disappointment to lamb producers. Although they are enjoying significantly higher guaranteed prices as a result of the regime, they were looking forward to taking advantage of the French market where prices are the highest in the Community.

Now they say that the clawback has removed all possibility of profit from the French market while selling into Benelux and West Germany has become impossible.

Danish meat strike hopes rise

MANAGEMENT and union negotiators yesterday reached agreement on a formula which could end the nine-day-old strike of slaughterhouse workers which has paralysed Danish meat exports.

The formula will be submitted to a meeting of union shop stewards today. They will decide whether to send it to a membership ballot and if the result of the ballot is positive work could be resumed on Monday.

But this will not end the meat industry's problems. Slaughterhouse vets have voted to strike from May 11 and this will again paralyse production.

The slaughtermen's strike, which has stopped all Denmark's meat exports, equal to about 15 per cent of total overseas sales, broke out when members rejected a two-year wage agreement negotiated by the union. Danish supplies usually account for about 42 per cent of British bacon consumption.

Glasshouse growers picket threat

By Our Commodities Staff

ANGRY BRITISH glasshouse growers may picket ports to keep out cheap Dutch produce which they claim is ruining their trade, the National Farmers' Union warned yesterday.

Artificially low heating gas costs for the Dutch give them an advantage of up to £10,000 an acre over the British, who have to pay the full price for their heating oil, the union claimed. Unlike the Germans, French and Belgians, the British Government has given no temporary financial aid to compensate its growers.

Following a meeting of the union's glasshouse produce and flowers committee Mr. Ian Cummings, the committee's chairman, said a strong anti-Dutch feeling had built up amongst British growers and forecast that they might picket imports and promotions of Dutch produce.

"We are still pressing the Government for an early decision on financial aid in the hopes of averting a drastic decline in the industry which could lead to much more militant action by growers," he declared.

WOOL TEXTILE CONFERENCE

Protectionism attacked

BY A SPECIAL CORRESPONDENT

As the current wool-selling season wanes, before the next one opens at the end of August, representatives of the main producing countries are meeting their customers as guests at the annual conference of the International Wool Textile Organisation in Christchurch, New Zealand.

The guests are doing more than just listening. As suppliers of the raw material to world wool textile manufacturers, who annually produce some £2bn worth of wool goods, the growers and exporters of Australia, New Zealand, South Africa, Uruguay and Argentina have much of interest to report on production forecasts and trends, the situation of stocks and carryovers and marketing developments that might affect the supply, price and stability of wool.

The role of wool producers at such conferences would once have ended more or less there. But since 15 years ago they boosted considerably the budget of their joint organisation, the International Wool Secretariat, to finance promotion and research for wool, the growers have taken more and more interest in the other as well as their own end of the pipeline along which the natural fibre travels from sheep to shop.

Thus, this week's gathering in Christchurch has seen a degree of outspokenness by the producers on textile rather than purely wool matters that would have been surprising in even the earlier years of the IWS's emergence as a big spender on behalf of wool in all forms.

The American director of the IWS, Dr. Gerald Laxer, told industry leaders that the shift in wool textile and clothing production towards the developing countries, including China, was a challenge that could be met by Western manufacturers prepared to look ahead, plan and aggressively pursue new markets.

Conceding that dumping and forms of unfair trading should be opposed, Dr. Laxer said that attempts to persuade governments to introduce broad protectionist policies were doomed to failure if they were not accompanied by other strategic steps on the part of management.

"Such protectionist measures must fail because they ignore the realities of today's and, more important, tomorrow's, business world."

He warned that international trade in wool products would grow steadily, eroding the profitability of traditional markets. To stay in wool textiles, companies would have to find new customers, introduce new products, exploit new technologies and open up new markets.

Dr. Laxer's exhortations come at a time when economic recession has left wool as a fibre relatively untouched but when production prospects have been considerably dampened by climatic setbacks.

In Christchurch it was revealed that wool has since continued to hold its own against man-mades in the 10 main manufacturing countries, but not expand, and that world output, which had likewise been increasing, remained more or less static.

Nor, looking ahead, did the conference produce evidence for expecting output to rise much in the foreseeable future. The long-range growth prospect for the all-important Australian clip is now down to a maximum of 1 per cent a year, and drought had reduced the country's sheep population by last March to about 130m, making it the lowest for 27 years and 4.5 per cent less than a year earlier.

Such figures suggest that the need growers see for manufacturers to find new markets for wool goods may also be somewhat long-term.

Further cut in log exports

BY RICHARD COWPER IN JAKARTA

INDONESIA, until just over a year ago the world's largest exporter of tropical hardwoods, is stepping up the pace of its drive to reduce exports of South Sea logs. A new regulation which takes effect on May 1 is widely expected to reduce log exports this year to between 5m and 7m cubic metres, down from 18 cu metres in 1979 and around 13m cu metres in 1980.

The move, which is aimed at further increasing domestic timber processing, comes in spite of the fact that more than 20 per cent of the country's 500 or so concession holders may have been forced out of business altogether in the last 12 months because of crippling domestic timber prices.

Indonesia is now aiming to become the world's largest exporter of tropical plywood by 1985 and a big exporter of sawn timber.

Many in the industry believe that it is now only a matter of time—two or three years at most—before the government puts a total ban on log exports.

The new decree, issued jointly by four director generals from the departments of trade, industry and forestry, states that timber concession holders which have not already installed or obtained a licence to set up a plywood mill and one other processing plant will not be allowed to export logs at all. Before this a concessionaire was given an export licence if the was able to turn a set proportion of his output into sawn timber. Now a sawmill is no longer enough.

The new decree states that those companies which already have a plywood mill in operation are allowed to export 20 per cent of their output, while those in the process of setting one up will be allowed, for two years only, to export 66 per cent of their production.

Although the Indonesian government's aim of expanding domestic processing, increasing added value and boosting local employment opportunities are understandable and legitimate aims, a number of people are questioning the viability of trying to do what they feel is too much, too fast.

It seems likely that more than half the country's concession holders may be forced out of business altogether over the next few years.

What is clear, however, is that the government is now determined that industry should lead production rather than vice versa, and that if in the short run this means reduced log cutting (as was the case last year) this is a price it is willing to pay.

Strike threat lifts zinc

BY JOHN EDWARDS, COMMODITIES EDITOR

ZINC PRICES jumped on the London Metal Exchange yesterday following news that unions representing workers at Cominco's Trail smelter in British Colombia had served a 72-hour strike notice. The stoppage would affect lead and zinc production at Trail and the mine and fertiliser plant at Kimberley.

Cash zinc closed £16 higher at £394 a tonne. The rise in lead was restrained by some heavy U.S. selling in the afternoon and the cash price was only £5.375 up at £349.25 a tonne.

Cominco said negotiations over the terms of new labour contracts, to replace the contracts expiring tonight. The 72-hour notice, required to permit an orderly shutdown of the plants, would delay a walkout by workers until Friday night. Earlier this week employees voted in favour of a strike after the latest company offer had been rejected.

The Trail smelter has an annual zinc refining capacity of 270,000 short tonnes of zinc; 160,000 tonnes lead and 12m ounces of silver. It is in the middle of an expansion programme designed to lift capacity to 500,000 tonnes (300,000 tonnes of zinc and 200,000 tonnes of lead).

Zinc values were additionally boosted by news that Hudson's Bay, another Canadian based producer, had raised its U.S. selling price for zinc.

Meanwhile lead was influenced too by reports of lack of progress in negotiations seeking to avert a stoppage at St. Jo's lead smelter in Missouri where labour contracts also expire on April 30.

However, copper prices eased on news that progress had been made at talks seeking to end the week-long strike at the El Teniente copper mine in Chil.

Brazil seeks rubber output boost

RIO DE JANEIRO—Brazil has started its third national programme to stimulate production of rubber and hopes to increase the country's plantations from about 150,000 hectares to over 400,000 hectares over the next few years, Alfredo Chaves, head of cabinet at the rubber superintendency said.

The programme aims to boost Brazilian production from the current 30,000 tonnes a year to some 400,000 to 500,000 tonnes by the end of the century.

Brazil currently imports 54,000 tonnes a year to give total annual consumption of 84,000 tonnes, he said.

Reuter

BRITISH COMMODITY MARKETS

BASE METALS

COPPER—Little changed in quiet trading on the London Metal Exchange with forward metal closing the day at £852. Turnover: 16,125 tonnes.

COPPER	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Wirebars				
Cash	832.5-3	—1.5	850.5-1.5	—3.5
3 months	853-.5	—1.5	851.5-2	—3.5
Settlem't	833	—1.5	—	......
Cathodes				
Cash	825.5-6	—.5	823-5	—2.75
3 months	841.5-2	—1.75	839.5-40	—4
Settlem't	826	—.5		......
U.S. Prod.			*85.9	......

Amalgamated Metal Trading reported that in the morning cash wirebars traded at £835, 34.5, 33, three months £855, 55.5, 56, 55.5, 55, 54.5, 54, 53, 53.5, 54, 53.5. Cathodes, cash £826, three months £842. Kerb: Wirebars, cash £832.5, three months £835.5, 53. Afternoon: Wirebars, three months £851, 51.5, 52, 51, 50.5, 51, 51.5, 52. Wirebars, cash £832, three months £852.

TIN—Easier as a further fall at Penang coupled with American selling depressed forward metal to £5,990 by the close of the afternoon Kerb. Turnover: 910 tonnes.

TIN	a.m. Official	+ or —	p.m. Unofficial	+ or —
High Grade	£	£	£	£
Cash	5940-50	+30	5900-20	—27.5
3 months	6040-5	+25	6005-10	—10
Settlem't	5950	+50	—	......
Standard				
Cash	5940-50	+50	5900-20	—27.5
3 months	6040-5	+25	6005-10	—10
Settlem't	5950	+50	—	......
Straits E.	$29.20	—0.11	—	......
New York				

Morning: Standard, three months £6,050, 40, 35, 40. Kerb: Standard, three months £6,045. Afternoon: Standard, three months £6,050, 40, 30, 25, 20. Kerb: Standard, three months £6,010, 6,000, 5,990.

LEAD—Firmer on reports of a strike at Cominco which saw forward metal rise to £355.5 before closing at £355. Turnover: 4,275 tonnes.

LEAD	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Cash	347-8	+4.25	349-.5	+5.57
3 months	354-.5	+5	356-.5	+6
S'ment	348	+4.5		......
U.S. Spot	—	......	*38	......

Morning: Three months £353, 54, 55, 54.5. Kerb: Three months £354.5, 54, 54.5. Afternoon: Cash £349, three months £355, 55.5, 56. Kerb: Three months £356, 55.5, 55, 54.5, 55.

ZINC—Sharply higher on the Cominco strike news and also reflecting the price increase by Hudson Bay. Forward metal opened at £389 and quickly moved up to touch £404 before easing to close the late Kerb at £398. Turnover: 29,550 tonnes.

ZINC	a.m. Official	+ or —	p.m. Unoffic'l	+ or —
	£	£	£	£
Cash	396-7	+18	393.5-4.5	+16
3 months	401.5-2	+11	401-.5	+15.2
S'ment	397	+16	—	......
Primw'ts		......	*43.5	......

Morning: Three months £400, 400.5, 01, 400.5, 400, 401, 400, 400.5, 401, 01.5, 01, 02. Kerb: Three months £400, 401. Afternoon: Three months £402, 01.5, 01, 400.5, 01, 01.5, 02, 01.5. Kerb: Three months £402, 01.5, 01, 400, 399, 98, 98.5, 98, 97.

ALUMINIUM—Marginally firmer owing to a fall in sterling and news of a price increase by Kaiser. Three months opened at £632.5 and touched £637 prior to closing the late Kerb at £631.5. Turnover: 7,675 tonnes.

Alumin'm	a.m. Official	+ or —	p.m. Unoffic'l	+ or —
	£	£	£	£
Spot	610-1	+6.25	610.5-1.5	+.25
3 months	630.5-1	+6	630.5-1	+.5

Morning: Three months £637, 36.5, 37, 36, 35, 34, 31, 30, 31, 30.5. Kerb: Three months £630, 31, 30.5. Afternoon: Cash £611, three months £631, 30.5, 30, 30.5, 31. Kerb: Three months 630.5, 30, 30.5, 31.

NICKEL—Gained ground with heavy borrowing in a thin market eliminating the contango. Forward metal gradually rose to close the late Kerb at £2,982.5. Turnover: 510 tonnes.

NICKEL	a.m. Official	+ or —	p.m. Unoffici'l	+ or —
Spot	2965-75	+72.5	2970-80	+62.5
3 months	2965-70	+25	2970-5	+25

Morning: Three months £2,970, 75, 70. Kerb: Three months £2,975. Afternoon: Three months £2,970, 75. Kerb: Three months £2,975, 80.

* Cents per pound. ‡ M$ per kilo. † On previous unofficial close.

SILVER

Silver was fixed 3.4p an ounce lower for spot delivery in the London bullion market yesterday at 515.10p. U.S. equivalents of the fixing levels were: spot $11.031, down 14.8c; three-month $11.472, down 15.5c; six-month $11.974, down 12.8c; and 12-month $12.827, down 13.3c. The metal opened at 512-519p ($11.00-11.15) and closed at the same level.

SILVER per troy oz.	Bullion fixing price	+ or —	L.M.E. p.m. Unoffic'l	+ or —
Spot	515.10p	—3.4	515.5p	—2.5
3 months	530.50p	—3.25	530.5p	—2.75
6 months	546.00p	—3.25	—	......
12months	579.50p	—3.70	—	......

LME—Turnover 257 (221) lots of 10,000 ozs. Morning: cash 514; three months 528.5, 28. Kerb: three months 529. Afternoon: three months 529.5, 30, 31, 30. Kerb: three months 530, 31.

COCOA

Aggressive Commission House and Chartist selling caused futures to weaken further following the recent decline in New York for prices to close with losses of £15. Actuals business was brisk and widespread offtake was found among consumers: Producers, however, showed no inclination to reduce their selling levels, reports Gill and Duffus.

COCOA	Yes'rday's Close	+ or —	Business Done
May	917-918	—11.0	921-910
July	930-938	—16.5	943-940
Sept.	956-957	—14.0	963-951
Dec.	979-981	—13.5	998-979
March	1003-1004	—12.0	1010-1002
May	1015-1018	—15.5	1025-1018
July	1033-1034	—17.0	1040-1033

Sales: 4,601 (2,305) lots of 10 tonnes.

ICCO Futures—Daily price for April 28: 94.41 (94.65); five-day average 96.17 (96.88).

COFFEE

Persistent selling from one trade house saw values opening £5-£10 easier, reports Drexel Burnham Lambert. Scattered buying around the lower levels inspired a slight recovery, but a lack of follow-through buying attracted fresh selling and jobber profit taking.

COFFEE	Yesterday's Close	+ or —	Business Done
	£ per tonne		
May	1072-73	—5.5	1074-70
July	1076-78	—4.5	1079-73
Sept.	1076-78	—4.0	1079-70
Nov.	1070-72	—1.5	1073-67
Jan.	1065-68	—1.0	1064-60
March	1062-63	+1.0	1065-63
May	1060-63	+4.0	1050

Sales: 2,073 (2,386) lots of 5 tonnes. ICO Indicator prices for April 28: (U.S. cents per pound): Other Mild Arabicas 131.00 (same); Robustas ICA 1976 113.25 (113.00): ICA 1968 113.50 (113.25). Unwashed Arabicas unquoted.

GAS OIL FUTURES

The market opened lower to reflect the fall in the physical price. Trading was active as the continuing fall touched off more stoploss selling. A rally in the late morning continued in the early afternoon. Prices eased off and then rallied again to close at the highs, reports Premier Man.

Month	Yesterdys close	+ or —	Business Done
	$ U.S. per tonne		
June	273.25	+0.50	273.50-68.50
July	273.25	......	273.50-67.50
August	276.50	—0.25	276.50-77.00
September	282.00	—1.00	282.00-76.00
October	286.00	—2.50	286.00-82.00
November	292.50	—2.50	291.50-88.75
December	299.00	—2.00	299.00-95.25
January	304.00	—1.50	304.00-01.00
February	309.50	—2.50	—

Turnover: 1,161 (1,372) lots of 100

GRAINS

Old crop wheat opened 10p down. Values eased further to close 50-65p down in fairly quiet trading. May barley opened 30p up. Aggressive buying support from shipper sources rallied the market which, after some selling, closed about steady 60p higher. New crops opened unchanged and values eased on hedge selling to close 25-30p lower on wheat and 5-10p lower no barley, Acli reports.

WHEAT Mnth	Yesterd'ys close	+ or —	BARLEY Yesterday close	+ or —
May	116.10	—0.65	100.60	+0.60
July	118.05	—0.50	—	—
Sep	102.65	—0.25	95.70	—0.10
Nov	106.35	—0.50	99.40	—0.10
Jan	110.15	—0.30	103.05	—0.05
Mar	113.90	—0.30	106.40	—0.10

Business done—Wheat: May 116.30-116.10, July 118.10-117.90, Sept. 102.90-102.70, Nov. 106.65-106.35, Jan. 110.30-110.15, March 114.10-113.90. Sales: 151 lots of 100 tonnes. Barley: May 101.00-100.25, Sept. 95.80-95.55, Nov. 99.50-99.40, Jan. no trades, March 106.40 one trade. Sales: 169 lots of 100 tonnes.

LONDON GRAINS—Wheat: U.S. Dark Northern Spring No. 2, 14 per cent: May 107.50, June 107.15, July 106.85, Aug. 106.50 transhipment East Coast. U.S. Hard Winter, 13½ per cent: May 108.90, June 105.80, July 106.35, Aug. 107.40 transhipment East Coast. English Feed fob: May 120, June 122, Nov. 110.50 East Coast, Nov. 111 Bristol Channel. Maize: French: May 127 transhipment East Coast. S. African Yellow: May 89. Barley: English Feed fob: May and June 103.75 East Coast. Rest unquoted.

HGCA — Locational Ex-farm spot prices. Feed barley: E. Mids 98.70, N. East 101.80, Scotland 100.20. The UK Monetary Coefficient for the week beginning Monday, April 4, is expected to remain unchanged.

RUBBER

The London physical market opened about unchanged, with little interest throughout the day, closing easier. Lewis and Peat reported a fob May price for No. 1 RSS in Kuala Lumpur of 276.0 (same) cents a kg and SMR at 247.5 (248.5).

No 1. R.S.S.	Yest'r'ys close	Previous close	Business Done
June	56.00-57.00	57.80-58.00	—
July	57.20-57.40	58.60-58.90	—
Jly-Sept	58.10-58.20	58.90-60.10	59.50-58.60
Oct-Dec	61.50-61.60	63.10-63.20	63.00-61.80
Jan-Mar	64.30-64.50	65.90-66.10	65.80-64.10
Apl-Jne	67.10-67.30	68.70-68.70	67.80
Jly-Sept	69.50-70.80	71.60-71.80	—
Oct-Dec	72.80-72.90	74.50-74.60	72.90
Jan-Mar	75.60-75.70	77.00-77.40	—

Sales: 405 (238) at 15 tonnes, nil (same) at five tonnes. Physical closing prices (buyers) were: Spot 54.50p (55.50p), June 58.00p (59.25p), July 58.75p (59.75p).

SOYABEAN MEAL

The market opened unchanged in quiet conditions, reports T. G. Roddick. Prices eased during the afternoon on light trade selling to close around opening levels.

	Yesterdys Close	+ or —	Business Done
	£ per tonne		
June	131.70-31.8	—0.10	131.80-131.20
August	133.50-33.4	—0.30	133.50-133.00
October	135.50-35.5	—1.00	135.50, 135.00
December	137.50-37.8	—0.55	—
February	138.00-40.0	—0.25	—
April	137.00-44.0	—1.25	—
June	140.00-47.5	+0.75	—

Sales: 93 (same) lots of 100 tonnes.

SUGAR

LONDON DAILY PRICE—Raw sugar £183.00 (£188.00) a tonne cif April-May-June shipments. White sugar daily price £199.00 (£202.00).

No. 4 Contract	Yest'rdy's Close	Previous Close	Business Done
	£ per tonne		
May	179.00-79.50	184.75-185.0	187.25-80.00
Aug.	181.80-82.00	184.20-184.2	187.00-81.75
Oct.	185.25-85.50	188.25-188.4	191.50-84.50
Jan.	185.50-86.00	189.00-189.5	190.00-85.50
March	188.75-89.00	191.75-192.0	193.25-88.00
May	189.85-90.25	193.00-193.5	195.50-88.85
Aug	191.25-92.50	194.50-195.5	195.25-95.00

Sales: 9,762 (10,488) lots of 50 tonnes.

Tate and Lyle ex-refinery price for granulated basis white sugar was £342.5 (same) a tonne for home trade and £260.0 (£265.5) for export.

International Sugar Agreement (U.S. cents per pound) fob and stowed Caribbean port. Prices for April 28: Daily price 15.71 (16.55): 15-day average 17.55 (17.79).

WOOL FUTURES

LONDON NEW ZEALAND CROSS-BREDS—Close (in order: buyer, seller, business). New Zealand cents per kilo. May 357, 360, 361-360; Aug. 369, 373, 373; Oct. 371, 373, 372; Dec. 376, 378, 378-375; Jan. 379, 381, 380; March 388, 389, 389; May 396, 398, 399-398; Aug. 402, 405, 403-401; Oct. 404, 406, 404-401. Sales: 51.

SYDNEY GREASY WOOL—Close (in order: buyer, seller, business). Australian cents per kilo). May 484.0, 485.0, 484.0-480.5; July 487.2, 488.0, 490.0-485.5; Oct. 482.5, 483.0, 483.0-481.1; Dec. 486.0, 487.5, 488.0-485.5; March 494.0, 495.0, 495.0; May 500.0, 501.0, 502.0-500.6; July 507.0, 510.0, nil; Oct. 507.0, 509.0, 509.0-508.0. Sales: 505.

COTTON

LIVERPOOL—Spot and shipment sales amounted to 125 tonnes, bringing the total for the week so far to 322 tonnes. Lack of enterprise among buyers remained the dominant feature. Only scattered operations were mentioned in African and South American growths.

POTATOES

LONDON POTATO FUTURES — A nervous market found further short covering in early dealing, with low planting figures attracting fresh buyers, moving all positions up to close at the high, reports Coley and Harper. Closing prices: Nov. 58.50, +0.9 (high 58.50, low 57.40); Feb. 65.90, +0.8 (high 65.90, low 65.10); April 72.90, +0.8 (high 73.00, low 72.00). Turnover: 128 (122) lots of 40 tonnes.

MEAT/VEGETABLES

SMITHFIELD—Pence per pound. Beef: Scotch killed sides 76.0 to 80.0; Ulster Hindquarters 91.0 to 94.0, forequarters 95.0 to 58.0. Veal: Dutch hinds and ends 118.0 to 124.0. Lamb: English small New Season 88.0 to 94.0. Imported Frozen: New Zealand PL 64.5 to 65.0, PM 62.0 to 63.0. Hoggets: English 70.0 to 78.0; Scotch 70.0 to 85.0 to 98.0. Veal: Dutch hinds and to 51.0, 100-120 lbs 44.0 to 50.0, 120-160 lbs 42.5 to 46.5.

MEAT COMMISSION—Average fatstock prices at representative markets on April 29. GB—Cattle 91.31p per kg lw (−0.43). UK—Sheep 190.90p per kg est dcw (+8.73). GB—Pigs 74.27p per kg lw (+2.44).

COVENT GARDEN—Prices for the bulk of produce, in sterling per package except where otherwise stated. Imported Produce: Oranges—Californian: 72/138 4.60-5.50; Jaffa: Valencia Lates 50/189 4.30-4.85; Cypriot: Valencia Lates 80/120 3.20-3.50; Moroccan: Lates 64/113 3.80-4.50. Lemons—Spania: Trays 25/50 2.20-2.40; Boxes 60/110 5.50; Californian: 115/140 6.20; Italian: 100/120 4.50-4.80; S. African: 80/100 5.80-6.20; Jaffa: 40/50 2.30-2.40. Grapefruit—Cypriot; 20-kg 4084 3.80-4.20; Jaffa: 20-kg 36/75 3.85-4.65. Topaz—Jaffa: 22 lb 40/80 4.00-4.50. Apples—S. African: Granny Smith 8.50, Golden Delicious 7.60-8.50, Starking 6.50-7.00; Chilean: Granny Smith 7.30-7.40; Canadian: Red Delicious 135/150 7.50-8.50, McIntosh Reds 120/160 7.50; U.S.: Red Delicious 8.50-10.00; French: Stark Crimson 40 lb 6.00-6.00, Golden Delicious 40 lb 125/175 4.00-5.00; 20 lb 72 2.40, 84 2.20; Italian: 40 lb Romes 60/70 4.60-4.80; New Zealand: Cox's Orange Pippins 150/180 10.00-10.50, Spartans 7.50; Tasmanian: Jonathan 7.50, Golden Delicious 7.50, Cox's 10.00-10.50. Pears—Belgium: Conference per lb 0.10-0.12; Italian: Passacrassana 0.12-0.14; S. African: Packhams 6.50-7.50, Beurre Bosc 5.50, Comice 8.50; Australian: Williams Bon Chretien 40 lb 8.00-8.40. Grapes—S. African: 8 lb Barlinka 4.00, New Cross 7.00; Chilean: Thompson 7.50, Almeria 7.00. Melons—Chilean: 15 lb 6/13 8.00-9.00; Strawberries—Israeli: Per punnet 8 oz 0.50; Spanish: 8 oz 0.20; U.S.: 12 oz 1.10; Italian: 8 oz 0.20. Pineapples—Ivory Coast: Each 0.45-1.00; S. African: Shelford 5/9 2.80-3.20.

★

GRIMSBY FISH — Supply poor, demand good. Prices at ship's side (unprocessed) per stone. Shelf cod £4.00-£5.00, codlings £2.20-£2.50; Best small plaice £3.40-£5.00; Lemon soles (large) £10.50, (medium) £9.50.

PRICE CHANGES

	Apr. 29 1981	+ or —	Month ago
Metals			
Aluminium	£810/815	......	£810/815
Free Mkt	$1295/1325	—15	$1415/445
Copper			
Cash w'bar	£831	—3.5	£845.5
3 mths	£851.75	—3.5	£866.25
Cash Cathode	£824	—2.75	£839.5
3 mths	£839.75	—4	£853.5
Gold troy oz	$477.5	—5	$517.5
Lead Cash	£349.25	+5.57	£346.25
5 mths	£356.25	+6	£350.75
Nickel	£3,579.60	......	£3,352.65
Freemkt	290/305c	......	280/300c
Platin'mtr'y oz	£213.5	......	£213.5
Freemkt	£212.85	—3.55	£230.85
Quicksilver†	$420/430	......	$415/425
Silver troy oz	515.10p	—3.4	536.95p
3 mths	530.50p	—3.25	553.25p
Tin Cash	£5,910	—27.5	£6,180
3 mths	£6,007.5	—10	£6,247.5
Tungsten22.04lb	$147.54	......	$146.23
Wolfrm 22.04 lb	$144½/147½	......	$147/151
Zinc Cash	£394	+16	£363.5
3 mths	£401.25	+15.25	£371.5
Producers	$875	......	$825
Oils			
Coconut (Phil)	$580x	......	$530
Groundnut		......	‡
Linseed Crude	£424v	......	£406
Palm Malayan	$585z	......	$565
Seeds			
Copra Philip	$580r	......	$360
Soyabean (U.S.)	$320.5v	—3.5	$322
Grains			
Barley Fut. Sep	£95.70	—0.1	‡
Maize	£127x	......	£124
Wheat Fut. Sept	£102.65	—0.25	‡
No2 Hard Wint	£108.90r	—0.3	£104
Other commodities			
Cocoa ship't	£1,033	—13	£1,024
Future July	£934	—16.5	£928
Coffee Ft July	£1077	—4.5	£1055.5
Cotton A Index	88.45c	—0.1	90.50c
Rubber (kilo)	54.5p	—1	52.50p
Sugar (Raw)	£183	—5	£226
Wool t'ps 64s kl.	328p kilo	‡	516p kilo

‡ Unquoted. u May-June. x June. w April-May. v May. y July. † Per 45-lb flask.

AMERICAN MARKETS

NEW YORK, April 29.

THE PRECIOUS METALS and copper declined on increases in the prime rate. Cocoa, coffee and sugar declined on Commission House liquidation and technical selling. The grain and soyabean complex was mixed with favourable growing conditions pressuring soyabeans. Cotton was weaker on commission liquidation. Heating oil showed declines on bearish fundamentals, reported Heinold.

Copper—May 80.70-80.80 (81.10), June 81.95 (82.40), July 83.00-83.20, Sept. 85.50-85.60, Dec. 89.30-89.40, Jan. 90.40, March 92.55, May 94.70, July 96.85, Sept. 99.00, Dec. 102.15, Jan. 103.25, March 105.45.

Potatoes (round whites)—Nov. 72.1 (72.8), Feb. 79.5-80.0 (81.5), March 83.6-83.8, April 97.8. Sales: 311.

Sugar—No. 11: May 14.25-14.35 (15.80), July 15.70-15.85 (16.26), Sept. 16.17, Oct. 16.25, Jan. 16.50-16.60, March 16.80-16.85, May 17.00-17.10, July 17.10-17.15, Sept. 17.30-17.40.

Tin—589.00-596.00 (598.00-601.00).

CHICAGO, April 29.

Lard—Chicago loose 20.25 (same).

Live Cattle—June 71.55-71.65 (71.95), Aug. 69.50-69.70 (70.22), Oct. 67.20-67.10, Dec. 68.10-67.97, Feb. 69.20, April 70.10, June 71.40.

Live Hogs—June 50.40-50.60 (50.17), July 52.80-53.0 (52.70), Aug 53.00-52.80, Oct. 52.00-52.25, Dec. 54.40-54.50, Feb. 56.45, April 55.50, June 56.55

‡‡Maize—May 357½-358 (356¾), July 365½-365¾ (363½), Sept. 371¾-372¾, Dec. 373¾-372¾, March 383½-383, May 388¾.

Pork Bellies—May 54.25-54.05 (55.07), July 5.80-55.65 (56.32), Aug. 55.25-55.90, Feb. 70.50-70.37, March 70.85, May 72.15, July 73.45.

†Soyabeans—May 769½-769 (774½), July 794½-793½ (799), Aug. 804-803½, Sept. 809, Nov. 822½-821½, Jan. 840-840½, March 859½-859, May 872-873.

||Soyabean Meal—May 221.5-221.2 (222.6), July 228.2-228.5 (229.7), Aug. 230.2, Sept. 232.2-232.5, Oct. 234.0-233.5, Dec. 238.0-237.8, Jan. 240.5, March 246.0, May 248.5-249.5.

Soyabean Oil—May 23.63-23.61 (23.95), July 24.45-24.47 (24.78), Aug. 24.88-24.85, Sept. 25.15-25.20, Oct. 25.60-25.50, Dec. 26.20, Jan. 26.40, March 27.10-27.20, May 27.75-27.80, July 28.35-28.40.

†Wheat—May 427½-428 (429½), July 437-438 (436¾), Sept. 453-452½, Dec. 478½-475½, March 496, May 504½.

All cents per pound ex-warehouse unless otherwise stated. * $ per troy ounce. ¶ Cents per troy ounce. ‡‡ Cents per 56-lb bushel. † Cents per 60-lb bushel. || $ per short ton [illegible] lbs). § $Can. per metric ton. §§ $ per 1,000 sq feet. ‡ Cents per dozen. †† $ per metric ton.

Tuesday's closing prices

NEW YORK, April 28.

Coffee—"C" Contract: May 128.10-128.25 (128.70), July 128.10-128.15 (128.70), Sept. 127.15-127.25, Dec. 124.55-124.75 March 122.35-122.93, May 122.25-122.75, July 122.55-124.50, Sept. 122.50-123.00. Sales: 2,021.

Copper—May 81.00-81.15 (81.60), June 82.40 (82.05), July 83.65-83.80, Sept. 86.25-86.30, Dec. 90.30, Jan. 91.20, March 93.30, May 95.45, July 97.60, Sept. 99.75, Dec. 102.90, Jan. 104.00.

Cotton—No. 2: May 85.15 (85.17), July 86.35-86.40 (86.52), Aug. 86.70-87.15, Oct. 84.01-84.10, Dec. 81.80, March 83.00, May 83.50-83.85, July 84.50-84.75, Oct. 83.50-84.25. Sales: 3,000.

*Gold—May 484.3 (485.1), June 489.0-490.5 (491.0), Aug. 503.0, Oct. 516.5-517.0, Dec. 529.5, Feb. 542.0, April 555.3, June 568.8, Aug. 582.5, Oct. 596.3, Dec. 610.3, Feb. 624.3. Sales: 40,000.

Orange Juice—May 142.80-142.90 (142.85), July 146.60 (146.60), Sept. 147.50, Nov. 147.60, Jan. 147.00-147.50, March 147.85-148.10, May 148.55-148.85, July 149.30-149.55, Sept. 150.00-150.35. Sales: 1,300.

*Platinum—May 463.4 (463.4), June 472.7 (471.7), July 475.0-475.5, Oct. 492.2, Jan. 510.2, April 527.7. Sales: 1,157.

Potatoes (round whites)—Nov. 72.6-72.9 (74.9), Feb. 80.7-81.5 (83.6), March 84.5, April 98.6-99.0. Sales: 300.

¶Silver—1115.0-1117.0 (1127.0), June 1131.7 (1141.7), July 1145.0-1147.0, Sept. 1180.0, Dec. 1227.3, Jan. 1243.3, March 1275.3, May 1307.3, July 1339.3, Sept. 1371.3, Dec. 1419.3. Handy and Harman bullion spot 1121.00 (1116.00). Sales: 7,000.

Sugar—No 11: May 15.50, July 16.25-16.20, Sept 17.17, Oct. 17.21, Jan. 17.25, March 17.39, May 17.45, July 17.58, Sept 17.70-17.80. Sales: 12,950.

CHICAGO, April 28.

Chicago 1mm Gold—June 488.5-489.0 (490.8), July 495.7 (497.2), Sept. 507.7-508.5, Oct. 514.9, Dec. 527.4, Jan. 534.3, March 547.4, April 554.0.

WINNIPEG, April 28.

§Barley—May 148.90 (148.50), July 150.60 (150.80), Oct. 150.00, Dec. 150.40, March 150.70.

§Wheat—SCWRS 13.5 per cent protein content cif St. Lawrence 259.97 (263.22).

EUROPEAN MARKETS

ROTTERDAM, April 29.

Wheat—(U.S.$ per tonne): U.S. Two Dark Hard Winter 13.5 per cent May 212, June/July 209, Aug. 216. U.S. No. Two Red Winter June 195, July 196. U.S. No. Two Northern Spring 14 per cent May 211.50, June/July 211, Aug. 212.

Maize—(U.S.$ per tonne): U.S. No. Three Corn Yellow afloat 166, April 165.50, May 164, June 166, July 168.50, Aug. 171.50, Sept. 172, Oct./Dec. 172, Jan./March 182.

Soyabeans—(U.S.$ per tonne): U.S. Two Yellow Gulfports May 314.50, June 316.75, July 319.50, Aug. 322, Sept. 324.75, Oct. 328, Nov. 328.25, Dec. 334.75, Jan. 339.75, Feb. 345.50, March 349. Options May 310.50, June 311.50, July 312.50 sellers.

Soyameal—(U.S.$ per tonne): 44 per cent protein U.S. April 273.50-272.50, May 272-271 traded, afloat 275, April 272.50, May 271, June 277, May/Sept. 280.50, Nov./March 299 sellers. Brazil Pellets afloat 283.50 traded, sellers April 288, May 285, June 288, May/Sept. 294, July/Sept. 296 sellers.

PARIS, April 29.

Sugar—(FFr per tonne): July 2180-2200, Aug. 2205-2210, Oct. 2172-2175, Nov. 2160-2185, Dec. 2170-2180, March 2200-210, May 2200-2220, July 2205-2230. Sales at call: Nil.

Cocoa—(FFr per 100 kilos): May 1013-1035, July 1075 asked, Sept. 1082-1095, Dec. 1108-1119, March 1135-1145, May 1145 bid. Sales at call: Nil.

INDICES

FINANCIAL TIMES

April 28	April 27	Month ago	Year ago
259.73	260.45	261.56	275.56

(Base: July 1, 1952=100).

MOODY'S

April 28	April 27	Month ago	Year ago
1110.3	1113.2	1125.1	1125.9

(December [illegible])

DOW JONES

Dow Jones	April 28	April 27	Month ago	Year ago
Spot	400.17	405.99	418.58	414.42
Fut'rs	431.98	418.85	428.67	424.20

(Average 1924-25-26=100).

REUTERS

April 29	April 28	M'nth ago	Year ago
1693.6	1697.2	1695.6	1682.1

(Base: September 18, 1931=100)

Equities regain composure after Tuesday's shake-out
Blue Circle outstanding and RTZ rise sharply late

Account Dealing Dates

Option *First Dealings	Declarations	Last Dealings	Account Day
Apr. 10	Apr. 29	Apr. 30	May 11
May 1	May 14	May 15	May 26
May 18	May 28	May 29	June 8

* "New time" dealings may take place from 9.30 am two business days earlier.

A selective investment demand helped London equity markets to regain composure after Tuesday's shake-out. In the absence of further profit-taking, the chief cause of that day's widespread falls, most leading shares improved despite the absence of "new-time" buying for the trading Account starting tomorrow.

The CBI predictions for export prospects coupled with the recent easiness in the sterling exchange rate encouraged a small interest for overseas earners, while other firm features emerged as a result of trading announcements. **Blue Circle** were particularly noticeable in the latter respect, rising 26 to 478p following a highly satisfactory preliminary statement.

Ahead of Blue Circle's announcement, made at about 2.00 pm, the tone in equities had started to soften but it picked up again later and, after Tuesday's loss of 11.5, the FT Industrial Ordinary share index closed with a rise of 5.4 at the day's best of 579.9. The general level of business was uninspiring with most institutional operators content to await today's first-quarter results from market leader **ICI**.

Mining Finance issues had an outstanding late highlight in **RTZ** which jumped 55 to 530p on U.S. speculation about a pending bid. Other Financials followed and **Charter Consolidated** closed 14 up at 256p.

Gilt-edged securities were again barely tested with the exception of **Exchequer 3 per cent 1983** in which a specialist demand lifted the price ¼ to 88⅜. Remaining shorts closed mostly unchanged, but the longer maturities eased a shade late in the afternoon following **Chase Manhattan's** Prime rate increase to 18 per cent, a move soon followed by other U.S. banks.

Quieter conditions prevailed in Traded options with 1,502 deals arranged. ICI attracted 587 trades ahead of today's first-quarter statement.

Banks down again

Renewed demand was forthcoming for **British Aerospace** which touched 228p in active trading before closing 6 up at 227p.

Quietly dull conditions prevailed in the major clearing banks. **Midland** lost 5 more at 320p and **Barclays** relinquished 4 to 418p, while **Lloyds** gave up 3 to 335p and **NatWest** softened a couple of pence to 320p. Awaiting further developments in the bid situation, **Royal Bank of Scotland** cheapened 4 to 184p; **Standard Chartered** lost 7 to 613p and **Hongkong and Shanghai** dipped 2 to 129p. Still reflecting Press comment, **Smith St. Aubyn** put on 4 afresh to 200p. **Gerrard and National**, which reported a 38 per cent final dividend increase and a strong profits recovery on Monday, also added 4 to 310p. ***Jessel Toynbee**, however, eased 2 to 86p despite the higher dividend and return to profitability.*

Trading statements prompted several outstanding movements in Buildings. **Blue Circle's** preliminary profits exceeded estimates and the close was 26 higher at 478p, after 482p. Other cement issues made sympathetic progress, **Aberthaw** rising 13 to 265p and **Tunnel "B"** 12 to 400p. Comment on the annual results stimulated fresh demand for **Tarmac** which advanced 18 for a two-day jump of 38 to 408p. Elsewhere, **Sheffield Brick** shed 2 to 38p following the preliminary figures, but **George M. Callender** improved that much, to 60p, following the chairman's annual review.

In front of today's first-quarter profits statement, **ICI**, at 310p, regained the previous day's fall of 8.

Stores below best

Leading Stores made modest headway, but business was only sporadic and most finished a shade below the day's best. Preliminary profits from **House of Fraser** proved to be in line with the February forecast and the shares, up to 164p ahead of the announcement, closed a net 3 dearer at 161p. **W. H. Smith** attracted renewed support and rose 7 to 182p, while **Harris Queensway** put on 6 to 238p. **H. Samuel** also firmed 6, to 160p, while **J. Hepworth** advanced 4 to 116p; the latter announces first-half figures next Tuesday. **Cornell Dresses**, 110p, and **Wearwell**, 91p, added 8 and 3 respectively.

Trading in the Electrical sector was reasonably brisk. **GEC** advanced to 687p before closing 2 lower on balance at 678p, while **Plessey** finished only a penny firmer at 318p, after 323p. **Racal**, however, were firm throughout and finished 7 to the good at 374p. Selective support was also evident in secondary issues. **Kode** were outstanding at 358p, up 16p, while **Farnell** responded afresh to the preliminary results with a gain of 8 to 465p.

Leading Engineers trended firmer in fairly quiet trading. ***Tubes** edged up 4 to 224p, while* **Hawker**, 348p, and **Vickers**, 204p, firmed 2 apiece. Elsewhere, the good annual results continued to stimulate demand for **Simon Engineering** which advanced 16 more to 428p. Recovery hopes lifted **Clayton Son** 9 to 72p, while **Francis Industries** responded afresh to the satisfactory preliminary results with an improvement of 3 to 77p. **Matthew Hall** gained 10 to 386p and **APV** were similarly dearer at 272p. **Spear and Jackson** rallied 5 to 115p after recent dullness on the annual results.

Whatman Reeve pleases

The maintained final dividend outweighed the near-23 per cent profits contraction in **Whatman Reeve Angel** which jumped 24 to a 1981 peak of 111p. Elsewhere in miscellaneous industrials, **Moben** rose 4 to 27p *in response to the strong first-half profits* recovery and the chairman's accompanying statement on *prospects for the second half of* the current year. **Myson** touched 38 before rallying to close 4 better at 44p on further consider*ation of the results and Barclays* Bank's refinancing scheme which could give the latter a 31 per cent stake in Myson. **Foseco Minsep** rose to 240p on the results before closing only a penny dearer on balance at 232p, while **Leadenhall Sterling** gained 5 more to 70p. **Henry Boot** put on 13 to 203p in a thin market, and **Maynards**, still responding *to Press comment*, rose 10 afresh to 208p. **AGB Research** put on 7 to 247p, while gains of 6 were recorded in **Diploma Investments**, 210p, and **Polymark International**, 104p. Revived bid hopes prompted a gain of 5 to 91p in **Chubb** but **Rexmore** eased 2 to 26p on *details of the* near-£1m loss and proposed rights issue in convertible Preference and Ordinary shares. The leaders rallied after the previous day's bout of profit-taking, recording improvements ranging to 8 after a small demand. **Unilever** ended 5 dearer at 518p, after 522p, following the annual report.

The £7m rights issue proposal clipped 10 from **Horizon Travel**, at 245p. **Saga Holidays** encountered small selling and shed 9 to 334p. Among Television issues, **Trident TV A** firmed 5 to 54p following the annual meeting.

Ford dealers **T. C. Harrison** spurted 11 to 73p on the maintainence of the dividend despite sharply lower full-year earnings. Other Distributors strengthened in sympathy, notably **Hartwells**, 10 up at 105p, and **Harold Perry**, 5 dearer at 95p. Option business aided **BSG International** which hardened 1½ to 20½p; the interim results are expected today.

Oils quiet

Oils drifted lower in a slow trade after showing early signs of rallying and most quotations closed a shade easier on balance. **BP** ended 2 cheaper at 374p, after 380p, while **Shell** also finished 2 lower at the same price. Elsewhere, the trend was *mixed. **Global Natural Resources*** remained a good market and put on 65 more to 860p, while **KCA** rallied to 158p before settling at 155p for a rise of 5 on the day.

Among Financial Trusts, **Britannia Arrow** were supported and put on 2½ to 49½p but **Corinthian** eased a penny to 37p, the latter following the annual results.

Textiles displayed narrow mixed movements where changed. **Tootal**, annual results due next Tuesday, added 1½ to 33p, but **Hield Brothers** eased that much to 11p, still a fraction above the recommended cash offer from Gamma Beta Investments.

Tobaccos were particularly active. Profits from **Bats** proved to be above market expectations and the shares, additionally helped by the increased dividend, *touched 346p before settling for* a net gain of 17 at 335p.

U.S. buying of RTZ

The feature of mining share-markets was provided by **Rio Tinto-Zinc** which surged 55 to a 1981 high of 530p, raising the market capitalisation by £139m.

Vague takeover rumours accompanied a strong U.S. demand in late dealings which found the market none too well supplied with stock. This stimulated interest in **Charter**, 14 up at a high of 256p and **Gold Fields**, *4 better at 472p.*

A general recovery by Australians was highlighted by sharp gains in the Rundle twins, **Central Pacific** and **Southern Pacific**, following sizeable speculative buying and bear covering. **CPM** jumped 23 to 110p and **SPP** 10 to 50p, after 52p.

South African Golds, however, drifted throughout the day as the bullion price gave ground to close $5 easier at $477.50. The Gold Mines index fell for the third successive day, losing 6.9 more to 346.5. In the heavyweights, falls of ⅜ were common to **Buffels**, £19⅞, **Kloof**, £15, and **Western Holdings**, £34, while the medium-priced issues showed **East Rand Proprietary** 54 cheaper at 759p.

South African *Financials* eased in line with Golds and **"Amgold"** lost ⅝ to £41⅞. **Vogels**, however, rose 10 to a 1981 high of 110p.

Elsewhere, **Silvermines** eased 2 more to *120p on further con*sideration of the results while **South Crofty** held steady at 23p.

FINANCIAL TIMES STOCK INDICES

	Apr. 29	Apr. 28	Apr. 27	Apr. 24	Apr. 23	Apr. 22	A year ago
Government Secs.	68.82	68.83	69.18	69.49	69.46	69.80	67.22
Fixed Interest	70.91	70.90	71.20	71.34	71.22	71.20	67.07
Industrial Ord.	579.9	574.5	586.0	587.3	584.3	584.3	440.4
Gold Mines	346.5	353.4	355.8	357.8	353.5	368.4	301.4
Ord. Div. Yield	5.66	5.73	5.62	5.60	5.62	5.65	8.00
Earnings, Yld. % (full)	11.16	11.28	11.08	11.04	11.02	11.03	19.56
P/E Ratio (net) (*)	11.18	11.06	11.27	11.30	11.35	11.35	6.20
Total bargains	25,814	27,733	28,385	27,220	28,268	23,338	18,995
Equity turnover £m.	—	165.89	171.28	260.26	184.40	161.46	102.45
Equity bargains	—	22,206	24,455	26,086	25,208	20,981	15,061

10 am 576.6. 11 am 579.4. Noon 578.6. 1 pm 578.2.
2 pm 578.0. 3 pm 576.5.
Latest Index 01-246 8026.
*Nil=10.33.
Basis 100 Govt. Secs. 15/10/26. Fixed Int. 1928. Industrial Ord. 1/7/35. Gold Mines 12/9/55. SE Activity 1974.

HIGHS AND LOWS

	1981 High	1981 Low	Since Compilat'n High	Since Compilat'n Low
Govt. Secs.	70.61 (20/3)	68.05 (16/1)	127.4 (9/1/35)	49.18 (3/1/75)
Fixed Int.	72.01 (20/3)	69.98 (16/1)	150.4 (28/11/47)	50.53 (3/1/75)
Ind. Ord.	587.3 (24/4)	446.0 (14/1)	587.3 (24/4/81)	49.4 (26/6/40)
Gold Mines	421.1 (16/1)	281.4 (28/1)	558.9 (22/9/80)	43.5 (26/10/71)

S.E. ACTIVITY

	Apr. 28	Apr. 27
—Daily		
Gilt Edged Bargains	172.7	162.7
Equities Bargains	143.9	158.3
Value	335.3	346.2
5-day Avrge.		
Gilt Edged Bargains	167.0	157.7
Equities Bargains	154.0	149.0
Value	381.3	368.8

NEW HIGHS AND LOWS FOR 1981

The following shares quoted in the Share Information Service yesterday attained new Highs and Lows for 1981.

NEW HIGHS (127)

AMERICANS (2)
CANADIANS (1)
BANKS (2)
BEERS (5)
BUILDINGS (9)
CHEMICALS (1)
DRAPERY & STORES (9)
ELECTRICALS (10)
ENGINEERING (17)
FOODS (3)
INDUSTRIALS (23)
LEISURE (3)
MOTORS (3)
NEWSPAPERS (2)
PAPER (5)
PROPERTY (2)
SHIPPING (2)
SOUTH AFRICANS (1)
TOBACCOS (1)
TRUSTS (12)
OIL & GAS (1)
OVERSEAS TRADERS (1)
MINES (6)

NEW LOWS (25)

FOREIGN BONDS (5)
Chinese 4½pc 1898 — Chinese 5pc '25
Chinese 5pc 1912 — Boxer
Chinese 5pc 1913 — Sweden 13½pc 1986
STORES (1)
Liberty N.V.
ELECTRICALS (2)
Highland Elec. — Thorpe (F. W.)
INDUSTRIALS (3)
Aronson (A.) — Standard Ind
Gieves Group
INSURANCE (1)
Trade Indemnity
TEXTILES (1)
Snia Viscosa
TRUSTS (1)
Hampton Trust
OIL & GAS (11)
Appian Energy — Hunting Pet.
Collins (K.) — LASMO "Ops"
Edinburgh Secs. — Oil & Gas
Energy Capital — Strata Oil
Falmouth Pet. — Texaco 4½pc Cnv
Hansa Pet.

RISES AND FALLS YESTERDAY

	Rises	Falls	Same
British Funds	6	13	78
Corpns. Dom. and Foreign Bonds	2	12	53
Industrials	321	254	792
Financial and Props.	131	120	245
Oils	31	26	26
Plantations	1	9	13
Mines	41	53	72
Others	56	59	54
Totals	589	546	1,333

ACTIVE STOCKS

Above average activity was noted in the following stocks yesterday

Stock	Closing price pence	Day's change	Stock	Closing price pence	Day's change
BAT Inds.	335	+17	House of Fraser	161	+ 3
Blue Circle	478	+26	Plessey	318	+ 1
Bowater	260	+ 3	Racal Elect.	374	+ 7
British Aerospace	227	+ 6	RTZ	530	+55
Central Pacific	110	+23	Rothmans Intl.	73	+ 3
GEC	678	− 2	Tarmac	408	+18

TUESDAY'S ACTIVE STOCKS

Based on bargains recorded in SE Official List

Stock	No. of price changes	Tues.'s closing price pence	Day's change	Stock	No. of price changes	Tues.'s closing price pence	Day's change
Ultramar	21	420	−20	Bowater	14	257	−10
GEC	19	680	−10	Simon Eng.	14	412	+16
ICI	18	302	− 8	Thorn EMI	14	392	−12
Eng. China Clys	16	123	− 6	Beecham	13	184	− 5
Tarmac	16	390	+20	First Castle El.	13	105	+ 9
Gus "A"	15	490	−10	Land Sec.	13	417	− 7
Imp Cont Gas	15	203	−15	Lucas Inds.	13	227	− 3

LEADERS AND LAGGARDS

Percentage changes since December 31, 1980, based on Tuesday, April 28, 1981.

Contracting, Construction	+45.48	Stores	+15.61
Packaging and Paper	+34.42	Food Retailing	+15.18
Textiles	+33.53	Insurance Brokers	+14.92
Other Industrial Materials	+32.98	Insurance (Life)	+14.77
Hire Purchase	+32.40	Health and Household Products	+14.21
Mechanical Engineering	+31.16	Electricals	+13.33
Building Materials	+30.48	Property	+11.91
Other Consumer	+29.36	Insurance (Composite)	+11.77
Metals and Metal Forming	+28.43	500-Share Index	+11.58
Leisure	+25.22	Overseas Traders	+11.51
Engineering Contractors	+24.36	All-Share Index	+11.06
Capital Goods	+24.17	Investment Trusts	+10.64
Food Manufacturing	+23.37	Financial Group	+10.03
Tobaccos	+21.09	Other Groups	+ 9.66
Office Equipment	+20.35	Merchant Banks	+ 8.06
Newspapers, Publishing	+20.53	Discount Houses	+ 6.15
Industrial Group	+19.80	Mining Finance	+ 4.77
Consumer Goods	+19.56	Banks	+ 4.75
Motors	+18.45	Chemicals	+ 1.97
Brewers and Distillers	+18.39	Gold Mines Index	−13.28
Shipping and Transport	+17.31	Oils	−15.37

OPTIONS

First Dealings	Last Dealings	Last Declaration	For Settlement
Apr. 21	May 1	July 22	Aug. 3
May 11	May 22	Aug. 6	Aug. 11
May 26	June 5	Aug. 26	Sept. 7

For rate indications see end of Share Information Service

Money was given for the call in Burmah Oil, Premier Oil, Keith Collins Petroleum, Moben, Marks and Spencer, F. H. Lloyd, Howard Machinery, J. Hepworth, GKN, Britannia Arrow, Bemrose, Grindlays, Maurice James, BSG International, Rothmans International, Brown and Jackson, Commercial Union, ICL, Charterhall, KCA, Town and City Properties and Montague L. Meyer. Puts were taken out in Boots, GUS "A", Polly Peck, Tubes, Trafalgar House, Lucas, Tarmac Horizon Travel, Keith Collins Petroleum and Suter Electrical, while doubles were arranged in Tecalemit, Howard Machinery and Carless Capel.

FT-ACTUARIES SHARE INDICES

These Indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

EQUITY GROUPS & SUB-SECTIONS — Figures in parentheses show number of stocks per section

		Wed., April 29, 1981 Index No.	Day's Change %	Est. Earnings Yield % (Max.)	Gross Div. Yield % (ACT at 30%)	Est. P/E Ratio (Net)	Tues. April 28 Index No.	Mon. April 27 Index No.	Fri. April 24 Index No.	Thurs. April 23 Index No.	Year ago (approx.) Index No.
1	CAPITAL GOODS (214)	358.79	+0.5	10.72	4.41	11.50	356.89	362.82	364.69	363.94	229.87
2	Building Materials (25)	325.29	+1.3	13.56	5.45	8.85	321.19	323.09	322.08	318.26	238.64
3	Contracting, Construction (28)	589.43	+0.2	15.96	4.57	7.47	588.40	600.78	604.75	596.68	355.92
4	Electricals (28)	1087.95	+0.3	8.01	2.44	15.49	1085.01	1103.22	1113.44	1126.35	623.31
5	Engineering Contractors (11)	504.20	+2.0	12.66	5.13	9.65	494.34	495.56	493.48	484.66	285.91
6	Mechanical Engineering (70)	226.29	+0.6	12.55	5.41	9.99	225.00	229.15	230.26	228.65	160.23
8	Metals and Metal Forming (13)	177.27	+0.5	8.90	6.90	14.68	176.39	180.35	181.18	178.52	166.91
9	Motors (21)	109.66	+0.4	7.74	7.24	20.07	109.20	111.21	110.19	109.51	102.88
10	Other Industrial Materials (18)	383.32	+0.3	10.71	5.36	11.15	382.20	391.14	394.56	391.78	0.00
21	CONSUMER GROUP (195)	287.17	+0.8	12.85	5.46	9.45	284.77	288.76	289.06	283.83	217.34
22	Brewers and Distillers (20)	314.18	+0.8	14.76	5.83	8.04	311.64	313.67	313.47	304.62	274.20
25	Food Manufacturing (21)	261.29	+0.3	14.99	6.04	7.93	260.43	263.56	262.91	259.27	191.96
26	Food Retailing (14)	533.15	−0.5	8.52	3.03	13.89	535.97	544.27	551.50	542.36	296.13
27	Health and Household Products (7)	305.45	+1.3	8.84	4.69	13.45	301.60	308.69	310.75	306.82	188.23
29	Leisure (22)	439.57	+0.6	11.68	5.10	10.37	437.06	443.64	444.59	445.48	294.67
32	Newspapers, Publishing (12)	514.77	+0.4	17.14	5.74	7.65	512.46	516.15	511.24	503.14	398.95
33	Packaging and Paper (14)	155.35	+0.9	17.69	7.43	6.60	154.00	158.12	159.22	155.41	131.56
34	Stores (44)	287.79	+0.8	10.29	4.39	12.75	285.54	290.05	288.94	282.12	214.09
35	Textiles (22)	168.09	+1.0	11.87	7.74	11.73	166.49	169.46	168.77	163.47	124.10
36	Tobaccos (3)	250.72	+3.7	22.67	9.29	5.03	241.71	243.28	246.81	241.07	208.61
39	Other Consumer (16)	309.83	+0.6	8.32	6.21	14.97	308.07	310.62	309.62	301.87	0.00
41	OTHER GROUPS (79)	243.66	+0.7	12.65	6.17	9.73	241.92	246.88	246.97	243.50	201.29
42	Chemicals (15)	307.53	+1.5	10.48	6.71	12.10	302.99	310.65	309.90	303.96	298.05
44	Office Equipment (6)	123.63	+0.8	14.91	6.72	7.90	122.69	126.60	127.99	129.38	110.41
45	Shipping and Transport (13)	631.61	+0.2	13.51	5.89	8.84	630.59	641.83	644.76	640.33	499.56
46	Miscellaneous (45)	303.24	—	14.32	5.49	8.60	303.19	307.11	306.85	301.45	243.28
49	INDUSTRIAL GROUP (488)	305.79	+0.7	12.03	5.16	10.17	303.63	308.44	309.21	305.66	225.97
51	Oils (12)	782.63	−0.4	22.77	7.20	4.87	785.89	803.32	828.64	816.32	718.59
59	500 SHARE INDEX	344.11	+0.5	13.88	5.51	8.57	342.35	348.15	350.78	346.54	265.05
61	FINANCIAL GROUP (118)	258.06	−0.1	—	5.47	—	258.30	262.82	264.63	261.85	200.80
62	Banks (6)	255.94	−1.0	36.15	7.07	3.22	258.59	264.94	267.33	262.44	213.09
63	Discount Houses (10)	308.03	—	—	6.45	—	308.07	309.45	303.05	303.50	233.94
64	Hire Purchase (4)	261.78	+0.2	8.59	4.74	16.09	261.24	265.05	267.05	266.50	208.73
65	Insurance (Life) (10)	265.82	+0.4	—	5.63	—	264.86	269.92	271.75	269.01	180.56
66	Insurance (Composite) (9)	165.31	+0.4	—	7.43	—	164.59	167.51	167.43	166.14	129.53
67	Insurance Brokers (8)	371.66	+1.2	11.92	6.20	11.35	367.26	378.62	382.58	377.47	299.02
68	Merchant Banks (13)	159.03	−0.7	—	4.93	—	160.17	161.27	161.00	159.32	102.83
69	Property (48)	498.42	+0.1	3.11	2.53	44.22	498.04	505.89	511.32	507.64	399.49
70	Miscellaneous (10)	169.20	−0.6	18.70	6.12	6.50	170.17	171.93	172.23	170.79	125.42
71	Investment Trusts (109)	312.52	+0.2	—	4.94	—	311.90	316.33	318.10	314.82	213.24
81	Mining Finance (3)	255.13	+6.8	13.22	5.26	8.78	238.84	239.93	240.44	237.19	186.10
91	Overseas Traders (20)	476.99	−0.2	11.28	6.11	10.87	477.73	483.97	478.55	472.63	381.10
99	ALL-SHARE INDEX (750)	326.02	+0.5	—	5.47	—	324.51	329.65	331.87	327.97	249.48

FIXED INTEREST

	PRICE INDICES	Wed. April 29	Day's change %	Tues. April 28	xd adj. today	xd adj. 1981 to date
	British Government					
1	5 years	108.29	+0.06	108.23	—	3.75
2	5-15 years	110.74	−0.03	110.78	—	3.86
3	Over 15 years	114.05	−0.02	114.07	—	4.65
4	Irredeemables	123.74	+0.03	123.71	—	6.23
5	All stocks	110.72	+0.00	110.72	—	4.07
6	Debentures & Loans	87.51	+0.10	87.42	—	3.66
7	Preference	67.63	—	67.63	—	2.88

	AVERAGE GROSS REDEMPTION YIELDS		Wed. April 29	Tues. April 28	Year ago (approx.)
	British Government				
1	Low Coupons	5 years	11.76	11.79	12.41
2		15 years	12.25	12.23	12.31
3		25 years	12.36	12.35	12.31
4	Medium Coupons	5 years	13.35	13.34	14.12
5		15 years	13.82	13.80	13.91
6		25 years	13.53	13.52	13.79
7	High Coupons	5 years	13.30	13.29	14.22
8		15 years	14.01	14.00	14.22
9		25 years	13.70	13.70	14.22
10	Irredeemables †		11.77	11.77	11.54
11	Debs & Loans	5 years	14.48	14.50	14.92
12		15 years	14.48	14.50	14.77
13		25 years	14.48	14.50	14.63
14	Preference †		14.51	14.51	15.93

† Flat yield. Highs and lows record, base dates and values and constituent changes are published in Saturday issues. A list of the constituents is available from the Publishers, The Financial Times, Bracken House, Cannon Street, London, EC4P 4BY, price 15p, by post 26½p.

RECENT ISSUES

EQUITIES

Issue Price p	Amount Paid Up	Latest Renunc. Date	1981 High	1981 Low	Stock	Closing Price p	+ or −	Div. or Amount	Times Covered	Gross Yield	P.E. Ratio
‖	F.P.	—	£19⅝	£16¼	Amdahl	£18½	......	Q40c	—	1.0	—
‖	F.P.	—	300	200	✠Atlantic Res.	315	+5	—	—	—	—
150	F.P.	3/4	239	170	British Aerospace 50p	227	+8	b7.8	2.0	4.9	14.6
§90	F.P.	15/5	120	89	✠Consultants 10p	107	−5	—	—	—	—
100	F.P.	1/5	120	105	Cystic Fibr Inv Tst £1	112	−3	—	—	—	—
‖	F.P.	—	163	112	†† Eglinton Oil & Gas	165	......				
30	F.P.	24/4	51	36	✠Euroflame	51	+5	b2.1	2.5	5.9	9.7
100	F.P.	22/5	111	102	G.T. Global Rec. Inv Tst	109	−2	—	—	—	—
‖	F.P.	—	62	56	✠Harvey & Thompson	58	......	g2.24	1.1	5.5	22.8
‖	F.P.	—	96	90	✠Intasun	90	......	g1.8	4.3	4.4	6.6
§84	F.P.	15/5	111	93	✠Metal Bulletin	107	+1	......	—	6.7	12.5
18½	F.P.	—	22	20½	Munton Bros. 10p	21	......	—	—	—	11.9
—	F.P.	—	57	43	New Darien Warrants	43	−6	—	—	—	—
‖	F.P.	—	5	3½	✠Roliant Motors	4	......	—	—	—	—
25	F.P.	—	24	20	Stone Platt Cnv Cm Pf	23	−1	—	—	—	—

FIXED INTEREST STOCKS

Issue price £	Amount Paid Up	Latest Renunc. Date	1981 High	1981 Low	Stock	Closing Price £	+ or −
9p	Nil	—	16p	16	BPC 6.5% Non. Cum. Prf.	16p	......
9p	Nil	—	16p	16	Do. 7.5% Non. Cum. Prf.	16p	......
9p	Nil	—	16p	16	Do. 7.75% Non. Cum. Prf.	16p	......
¶	£10	16/6	10¼	10	Cambridge Water 8% Prf. 1986	10	......
• •	F.P.	15/5	34p	32p	Colonial Secs. 7% Cum. 2nd Pref. 5p	33p	......
100	F.P.	1/5	74	70	Cystic Fibrosis Res'ch In. Tst. 6% Deb. '86	70	......
97¾	£10	10/7	11	9⅝	Leeds (City of) 13½% Red. 2,006	9⅝	−⅛
‖	Nil	—	7pm	2pm	Norton (WE) 11% Cnv. Cum. Rd. Prf.	2pm	−2
100	F.P.	24/4	101	92½	PMA 10% Cnv. Cum. Red. Prf. N/Pd	96	+1
96¾	£20	—	20	18¾	Petroleos Max. 14½% Ln. Due. 2006 £20 pd	18¾	−⅛
100	F.P.	24/4	134	114	Suter Elect. 9½% Cv. subun. Ln 95-2000 N/Pd	132	+8
¶	F.P.	26/6	102½	102½	Sutton District Water 8% Pref.	102½	......
96⅝	£25	—	26⅛	25⅞	Swansea (City of) 13½% Red. 2006 £25pd	25⅞	+⅛
‖	Nil	—	2p pm	1p pm	Weir Group 10% Red. Cum. Part Conv. pref.	2p pm	......
¶	F.P.	4/6	103	102¼	West Hampshire Water 8% Red. Prf. '86	102½	......

"RIGHTS" OFFERS

Issue Price p	Amount paid up	Latest Renunc. Date ●	Latest Renunc. Date ■	1981 High	1981 Low	Stock	Closing price p	+ or −
154	F.P.	9/3	22/5	220	171	Assoc. Dairies	212	+2
2	F.P.	8/4	29/5	6	2	Barker & Dobson A	5½	......
SA9	P.P.	—	—	545	405	Broken Hill Prop.	525pm	......
53	Nil	—	—	11pm	7½pm	Country & New Town Props	7½pm	—
236	Nil	—	—	14pm	9½pm	Elandsrand	9¼pm	−1¼
93	Nil	—	—	24pm	18pm	Electrical & Industrial	24pm	+4
95	Nil	—	—	42pm	37pm	Fothergill & Harvey	42pm	+2
103	Nil	—	—	30pm	14pm	Hong Kong & Shanghai Bank	19pm	+1
48	F.P.	10/4	29/5	74	54	I.M.I.	73	......
‖	Nil	—	—	2pm	1pm	Lond'n Shop Pr'p 9% Cnv 94-99	1pm	−½
Ir165	Nil	—	—	55pm	30pm	Rohan Group	35pm	+5
160	Nil	—	—	16pm	14pm	Rowntree Mackintosh	14pm	−1
356	Nil	—	—	25pm	9¼pm	South African Land	9¼pm	−2¼
145	F.P.	24/4	22/5	177	162	Spirax-Sarco	176	−1
6	Nil	—	—	5pm	3¼pm	Sterling Credit	4½pm	+½
40	F.P.	24/4	29/5	69	55	Suter Electrical	64	......
82	Nil	24/4	22/5	118	100	Thermal Syndicate	118	+2
A1¼	75c	—	—	95	69	Woodside	80	+2
36	Nil	20/3	10/4	3pm	1½pm	Yorks & Lancs Inv. Tst.	1½pm	......

Renunciation date usually last day for dealing free of stamp duty. *b* Figures based on prospectus estimate. *g* Assumed dividend and yield. *u* Forecast dividend; cover based on previous year's earnings. *F* Dividend and yield based on prospectus or other official estimate for 1979. Q Gross. T Figures assumed. : Cover allows for conversion of shares not now ranking for dividend or ranking only for restricted dividends. § Placing price to public. pt Pence unless otherwise indicated. ¶ Issued by tender. ‖ Offered to holders of ordinary shares as a "rights." ** Issued by way of capitalisation. §§ Reintroduced. ¶¶ Issued in connection with reorganisation, merger or takeover. ‖‖ Introduction. □ Issued to former preference holders. ■ Allotment letters (or fully-paid). ● Provisional or partly-paid allotment letters. ★ With warrants. †† Dealings under special Rule. ✠ Unlisted Securities Market. ‡‡ London Listing. ‡ Resulting from debt settlement scheme. ∷ Units comprising 125 A Ord. & 6 12½% Cum. Pref.

UNIT TRUST SERVICE

OFFSHORE & OVERSEAS—contd.

Craigmount Fixed Int. Mngrs. (Jersey)
P.O. Box 195, St. Helier, Jersey. 0534 27561
Gilt Fund (Jsy.) 96.5 | 96.6 | −0.3 | 13.98
Valued weekly Wednesday.

DWS Deutsche Ges. F. Wertpapiersp
Grueneburgweg 113, 6000 Frankfurt
Investa | DM32.20 | 33.90 | −0.20 | —

Delta Group
P.O. Box 3012, Nassau, Bahamas
Delt. Inv. April 21 | $4.82 | 5.06 | ..... | —
London Agents: Kleinwort Benson. Tel: 01-623 8000

Deutscher Investment-Trust
Postfach 2685 Biebergasse 6-10 6000 Frankfurt
Concentra | DM16.94 | 17.36 | −0.08 | —
Int. Rentenfonds | DM60.26 | 61.77 | ..... | —

Dreyfus Intercontinental Inv. Fd.
P.O. Box N3712, Nassau, Bahamas.
NAV April 21 | US$32.74 | 34.83 |

Emson & Dudley Tst. Mgt. Jrsy. Ltd.
P.O. Box 73, St. Helier, Jersey. 0534 73933
E.D.I.C.T. | 161.4 | 173.0 | | 2.20

The English Association
4 Fore Street, EC2. 01-588 7081
E. A. Income Fund* | 67.3 | 71.6 | −1.1 | 6.98
E. A. Sterling* | 68.22 | 68.24 | +0.12 | —
E. A. Equity* | 70.22 | 74.71 | −1.11 | 1.67
Wardgate Cm. Fd.** | £16.77 | 17.66 | ..... | —
*Next dealing May 6. **Next dealing April 30.

Eurobond Holdings N.V.
Pietermaai 15, Willemstad, Curacao.
London Agents: Intel 15 Christopher St., EC2. Tel: 01-247 7243. Telex 8814408.
Euro Hldgs. | US$19.77 | 20.36 | | 9.20

S.G. Europe Obligations S.A.
9, Avenue de la Liberte, Luxembourg
London Agent: FFS, Salisbury Hse, London Wall EC2M 5TA. Tel. 01-920 0776. Telex 887281
Europe-Obligations | US$42.78 | | | 1.91

F & C Mgmt. Ltd. Inv. Advisers
1, Laurence Pountney Hill, EC4. 01-623 4680
Centenary Fd. | US$12.25 | | ..... | 1.22
F & C. Oriental Fd. | US$23.42 | | ..... | —
Prices April 22. Weekly dealings.

Fidelity International Ltd.
P.O. Box 670, Hamilton, Bermuda.
8, Queensway Hse., Queen St., St. Helier, Jersey, C.I. 0534 71696
American Assets | US$42.74 | ..... | 1.100
Am. Val. Com. Pf. $3* | $101.08 | ..... | —
American Vals. Com.* | $19.03 | ..... | —
Dollar Savings Trust | US$78.66 | +0.07 | 14.28
Far East | US$34.96 | +0.06 | —
International | US$47.04 | ..... | —
Pacific | 110.16 | ..... | —
World | US$25.73 | −0.43 | —
Gilt Fund | 23.9 | 24.1 | ..... | 12.97
*Prices at April 1.

First Viking Commodity Trusts
10-12 St. George's St., Douglas, IoM. 0624 25015
Fst. Vik. Cm. Tst. | 26.6 | 28.0 | ..... | 5.80

Fleming Japan Fund S.A.
37, rue Notre-Dame, Luxembourg
Fleming April 21 | US$66.66 | ..... | —

Frankfurt Trust Investment—GmbH
Neue Mainzer Strasse 74-76, D-6000 Frankfurt
FT-Interzins | DM37.41 | 40.89 | −0.02 | —
Frankft. Effekt. Fd. | DM54.24 | 57.09 | −0.05 | —

Free World Fund Ltd.
Butterfield Bldg., Hamilton, Bermuda.
NAV March 31 | US$151.12 | ..... | —

G.T. Management Ltd.
Park Hse., 16 Finsbury Circus, London EC2. Tel: 01-628 8131. TLX: 886100
London Agents for:
Anchor 'B' Units | US$1.89 | 1.95 | ..... | 1.11
Anchor Gilt Edge | £9.04 | 9.11 | −0.02 | 15.94
Anchor Int. Fd. | US$9.24 | 9.48 | ..... | 1.11
Anchor In. Jsy. Tst. | 46.6 | 49.6 | ..... | 2.42
Berry Pac Fd. | US$62.55 | | | 0.80
Berry Pac Strlg. | £3.51 | 3.6712 | | 1.13
G.T. Asia Fd. | HK$21.02 | | | 1.18
G.T. Asia Sterling | £27.42 | 28.54 | | 1.45
G.T. Australia Fd. | A$37.83 | | −1.15 | 0.77
G.T. Bond Fund | US$12.13 | | −0.03 | 11.12
G.T. Dollar Fd. | US$14.57 | | | 1.08
G.T. Dir. (Strlg.) Fd. | £15.95 | 16.61 | | 0.94
G.T. Invest. Fd. | US$19.14 | | −0.11 | 0.52
G.T. Japan Small Cos. | US$15.69 | | | —
Marianne (STG) Fd. | £9.76 | 10.32 | | 6.05
G.T. Technology Fd. | US$30.30 | | | —
G.T. Pacific Fd. | US$17.14 | | +0.05 | 0.20
G.T. Asean Growth Fd. | US$11.52 | 12.37 | | 0.42

Gartmore Invest. Ltd. Ldn. Agts.
2, St. Mary Axe, London, EC3. 01-283 3531
Gartmore Fund Managers (C.I.) Ltd. (a) (h)
41, Broad St., St. Helier, Jersey. 0534-73741
Gilt Fund (Jersey) | 90.0 | 94.0 | ..... | 13.10
Gartmore Fund Managers (Far East) Ltd. (a)(h)
1503 Hutchison Hse., 10 Harcourt Rd., H. Kong
Australian Tst. | US$10.744 | 11.537 | −0.247 | —
HK & Pac. U. Tst. | HK$8.072 | 8.619 | +0.253 | 2.60
Japan Fd. | US$25.209 | 27.109 | +1.708 | 0.60
N. American Tst. | US$24.552 | 26.347 | +0.427 | 1.00
Intl. Bond Fund | US$11.222 | 11.820 | −0.09 | 9.30
Gartmore Fund Managers (IOM) (a)
P.O. Box 32 Douglas, Isle of Man. Tel. 0624 23911
Gartmore Intl. Inc. | 24.1 | 25.6 | ..... | 12.00
Gartmore Intl. Grth. | 138.5 | 147.3 | ..... | 0.50

Assicurazioni GENERALI S.p.A.
P.O. Box 132, St. Peter Port, Guernsey, C.I.
Sterling Managed Fd. | £110.50 | ..... | —

Granville Management Limited
P.O. Box 73, St. Helier, Jersey. 0534 73933
Granville Inv. Tst. | £7.25 | 7.62 | ..... | 4.92
Next dealing day May 15.

Guinness Mahon Fd. Mgrs. (Guernsey)
PO Box 188, St. Peter Port, Guernsey. 0481 23506.
Intl. Fund | $21.57 | 22.28 | ..... | 10.10
Prices at Mar. 25. Next dealing April 30.

Hambro Pacific Fund Mgmt. Ltd.
2110, Connaught Centre, Hong Kong
Far East April 29 | HK$26.84 | 28.31 | +0.81 | —
Japan Fund April 27 | US$10.69 | 11.23 | ..... | —

Hambros Fd. Mgrs. (C.I.) Ltd.
P.O. Box 86, Guernsey. 0481-26521
†Capital Reserve Fd. | £13.07 | 13.08 | ..... | 0.21
C.I. Fund | 210.7 | 224.4 | ..... | 3.53
Special Sits. Fund | 75.2 | 79.2 | ..... | 3.27
Intnl. Bond | US$100.74 | 106.04 | ..... | 9.85
Int. Equity | US$17.87 | 18.91 | ..... | 0.80
Int. Svgs. 'A' $US | 1.26 | 1.33 | ..... | —
Int. Svgs. 'B' | 1.84 | 1.94 | ..... | —
Prices on April 29. Next dealing May 6
75544 | 139.0 | 146.3 | −2.1 | —
†Excludes initial charge on small orders.

Henderson Admin. (Guernsey) Ltd.
7 New St., St. Peter Port, Guernsey. 0481 26541/2
American (US cents) | 139.0 | 146.3 | ..... | —

Henderson Baring Group
801, Gloucester, 11, Pedder, Hong Kong
Japan Fund* Apr. 22 | US$28.84 | 30.07 | ..... | —
Japan Tech.* April 25 | US$18.98 | 19.80 | +1.43 | —
Malay Sngp.* April 28 | US$22.14 | 23.61 | +0.45 | —
Pacific Fd.* Apr. 23 | US$17.465 | 17.901 | ..... | —
Bond Fd.* April 23 | US$10.348 | 10.503 | ..... | 9.00
PO Box 71, 7 New St., Peter Port, Guernsey, CI.
Gilt Fd.† | £9.58 | 9.67 | ..... | 13.00
*Inclusive of Preliminary charge. †Weekly dealings.

Hill-Samuel & Co. (Guernsey) Ltd.
8 LeFebvre St., St. Peter Port, Guernsey, C.I.
Guernsey Tst. | 209.2 | 223.8 | +3.2 | 2.90

Hill Samuel Invest. Mgmt. Intnl.
P.O. Box 63, Jersey. 0534 27381
HS Channel Is. Fd. | 152.7 | 162.9 | ..... | 3.25
H.S. Fixed Int. Fd. | 94.0 | 98.0 | ..... | 12.50
Box 2622, Berne, Switzerland. Telex 33425.
H.S. Overseas Fd. | US$25.76 | 26.79 | −0.24 | —
CSF Fd. (Acc.) | SF18.94 | 19.33 | −0.03 | —
Crossbow Fd. | SF7.00 | 7.12 | +0.01 | —
ITF Fd. (Acc.) | US$14.11 | 14.37 | −0.14 | —

N.V. Interbeheer
P.O. Box 526, Delft, Holland
Esmeralda (Offer Pce) | DF70.36 | — | −0.07 | 2.56

International Pacific Inv. Mgmt. Ltd.
P.O. Box R237, 56, Pitt St., Sydney, Aust.
Javelin Equity Tst. | A$4.15 | 4.27 | ..... | 4.70

Jardine Fleming & Co. Ltd.
46th Floor, Connaught Centre, Hong Kong
Jardine J'pn. Fd. | Y2424 | | +76 | 0.7
Do. (Accum.) | Y2431 | | +77 | —
J.F. Japan Small Co. | Y12582 | | −338 | —
J.F. Japan Technology | Y10061 | | −42 | —
Jardine Estn. Tst. | HK$868.44 | | | 1.30
J. F. Pac. Secs. (Inc.) | HK$30.24 | | +0.01 | 0.60
Do. (Accum.) | HK$31.45 | | +0.01 | —
Jardine Flem Int. | HK$27.62 | | −0.23 | 0.30
J. F. S.E.A. | US$41.94 | | −1.11 | 6.40
Do. (Accum) | US$42.18 | | −1.12 | —
J.F. Cur.&Bd. Fd. (Inc.) | US$11.75 | | −0.07 | 6.40
Do. (Accum.) | US$13.08 | | −0.09 | —
Japan & Pacific Cm Tst | US$12.28 | | −2.92 | 5.0
NAV April 16.
London Agents: Robt. Fleming & Co. Tel: 01-283 2400

Leopold Joseph & Sons (Guernsey)
Hirzel Ct., St. Peter Port, Guernsey. 0481-26648.
L.J. Sterling Fund | £13.08 | 13.09 | ..... | —

Kemp-Gee Management, Jersey Ltd.
1 Charing Cross, St. Helier, Jersey. 0534 73741
SKG Capital Fund | 159.9 | 164.8 | +3.3 | —
KG Income Fund | 56.7 | 58.5 | −1.4 | 9.78
Gilt Bond | £1.124 | 1.184 | ..... | —

Keyser Ullmann Ltd.
25, Milk Street, EC2V 8JE. 01-606 7070
Central Assets | £190.30 | 190.35 | +0.05 | —

Rothschild Asset Management (C.I.)
P.O. Box 58, St. Julians Ct., Guernsey. 0481 26331
O.C. America Fd.† | US$2.80 | 2.97 | ..... | 0.57
OCSm. Co.*** | 114.5 | 121.3 | ..... | 2.72
O.C. Commodity* | 94.4 | 100.4 | ..... | 7.17
O.C. Dir. Comdty.† | US$44.43 | 47.26 | ..... | 1.56
O.C. Hong Kg. Fd.† | HK$35.87 | 38.15 | ..... | —
O.C. Sterling Fd.** | | £13.554 | +0.006 | —
O.C. International Reserves Limited
Bel. Francs (Fin.) | 652.64 | Italian Lira | 22.972
Canadian $ | 27.28 | Singapore $ | 53.900
D-Mark | 42.575 | £ Sterling | 11.068
Dutch Guilder | 42.52 | Swiss Francs | 41.323
French Francs | 107.175 | U.S.$ | 22.150
*Prices on March 31. Next dealing April 14. †Prices on April 21. Next dealing May 7. **Daily dealings. ***April 30.

Rothschild Asset Mgt. (Bermuda)
P.O. Box 664, Bk. of Bermuda Bld., Bermuda
Reserve Assets Fd. | US$9.06 | 9.27 | ..... | —
Prices on April 13. Next dealing April 21.

Save & Prosper International
Dealing to:
P.O. Box 73, St. Helier, Jersey. 0534 73933
Fixed Interest Funds
Deutschmark Bd.**‡ | DM8.73 | 9.25 | −0.03 | 5.95
Dlvr. Fxd. Int.**‡ | US$7.81 | 8.30 | −0.14 | 9.04
St. Fixed***‡ | 109.1 | 115.4 | ..... | 12.13
Yen Bond | Y1204 | 1268 | ..... | 3.94
Equity Funds
Channel Capital‡ | 92.1 | 97.0 | −0.09 | 2.15
Internatl. Gr.*‡ | US$12.88 | 13.93 | ..... | —
Far Eastern*‡ | US$19.23 | 20.79 | +0.21 | —
North American*‡ | US$7.67 | 8.30 | ..... | —
Sepro**‡ | US$20.17 | 21.81 | ..... | —
Trust Channel Isl.‡ | 86.6 | 91.2 | −1.1 | 4.99
Commodity Funds
Commodity***‡ | 109.6 | 115.7 | ..... | —
Deposit Funds
St. Deposit**‡ | 137.3 | 137.4 | ..... | 0.18
Prices on April 27. **April 27. ***April 24. ****April 23. †Weekly dealings. ‡Daily dealings.

Schroder Life Group
Enterprise House, Portsmouth. 0705 27733

هكذا من الأصل

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED UNIT TRUSTS

Crescent Unit Tst. Mngrs. Ltd. (a)(g)

Darlington Unit Trust Mngt. Ltd.

Discretionary Unit Fund Managers

E. F. Winchester Fund Mgmt. Ltd.

Equity & Law Un. Tr. M.

Fidelity International Management Ltd.

James Finlay Unit Trust Mngt. Ltd.

Framlington Unit Mgt. Ltd. (a)

Robert Fraser Trust Mgt. Ltd.

Friends' Provdt. Trust Mngrs. (a) (b) (c)

Funds in Court

G.T. Unit Managers Ltd.

G. & A. Trust (a) (g)

Gartmore Fund Managers

Gibbs (Antony) Unit Tst. Mgs. Ltd. (a)

Govett (John)

Grieveson Management Co. Ltd.

Guardian Royal Ex. Unit Mgrs. Ltd.

Henderson Administration (a) (b) (c)

Hill Samuel Unit Tst. Mgrs.

Investment Intelligence Co. Ltd.

Key Fund Managers Ltd. (a)(g)

Kleinwort Benson Unit Managers

L & C Unit Trust Management Ltd.

Legal & General (Unit Tst. Mngrs.) Ltd.

Leonine Administration Ltd.

Lloyds Bk. Unit Tst. Mngrs. Ltd.

Lloyd's Life Unit Tst. Mngrs. Ltd.

Local Authorities' Mutual Invest. Tst.

M & G Group (y)(c)(z)

Manulife Management Ltd.

Mayflower Management Co. Ltd.

Mercury Fund Managers Ltd.

Midland Bank Group Unit Trust Managers Ltd.

Minster Fund Managers Ltd.

MLA Unit Trust Mngmnt. Ltd.

Murray Johnstone U.T. Mgmt.

Mutual Unit Trust Managers

National Provident Inv. Mngrs. Ltd.

National Westminster

NEL Trust Managers Ltd.

Northgate Unit Trust Managers Ltd.

Norwich Union Insurance Group (b)

Pearl Trust Managers Ltd.

Pelican Units Admin. Ltd.

Perpetual Unit Trust Mngmt.

Practical Invest. Co. Ltd.

Provincial Life Inv. Co. Ltd.

Prudl. Portfolio Mngrs. Ltd.

Quilter Management Co. Ltd.

Reliance Unit Mgrs. Ltd.

Ridgefield Management Ltd.

Rothschild Asset Management

Rowan Unit Trust Mngt. Ltd.

Royal Tst. Can. Fd. Mgrs. Ltd.

Save & Prosper Group

Schroder Unit Trust Managers Ltd.

Scottish Amicable Inv. Mngrs. Ltd.

Scottish Equitable Fnd. Mgrs. Ltd.

Security Selection Ltd.

SIMCO Money Funds

Stewart Unit Tst. Managers Ltd.

Sun Alliance Fund Mngmt. Ltd.

Target Tst. Mngrs. Ltd.

Tower Unit Trust Mngt. Ltd.

Trades Union Unit Tst. Managers

Transatlantic and Gen. Secs. Co.

Tyndall Managers Ltd.

TSB Unit Trusts (y)

Ulster Bank

Unit Trust Account & Mgmt. Ltd.

INSURANCE PROPERTY BONDS

Abbey Life Assurance Co. Ltd.

Albany Life Assurance Co. Ltd.

AMEV Life Assurance Ltd.

Barclays Life Assur. Co. Ltd.

Black Horse Life Ass. Co. Ltd.

Canada Life Assurance Co.

Cannon Assurance Ltd.

Capital Life Assurance

Charterhouse Magna Gp.

Chieftain Assurance Funds

City of Westminster Assurance

Commercial Union Group

Confederation Life Insurance Co.

Cornhill Insurance Co. Ltd.

Credit & Commerce Insurance

Crown Life

Crusader Insurance Co. Ltd.

Eagle Star Insur./Midland Assur.

Equity & Law Life Ass. Soc. Ltd.

Equity & Law (Managed Funds) Ltd.

Family Assurance Society

General Portfolio Life Ins. C. Ltd.

Growth & Sec. Life Ass. Soc. Ltd.

Guardian Royal Exchange

Hambro Life Assurance Limited

Hearts of Oak Benefit Society

Henderson Administration

Hill Samuel Life Assur. Ltd.

Imperial Life Ass. Co. of Canada

Irish Life Assurance Co. Ltd.

King & Shaxson Ltd.

Langham Life Assur. Co. Ltd.

Legal & General (Unit Assur.) Ltd.

Legal & General Prop. Fd. Mgrs. Ltd.

Life Assur. Co. of Pennsylvania

Lloyds Life Assurance

London Indemnity & Gnl. Ins. Co. Ltd.

London Life Linked Assur. Ltd.

The London & Manchester Ass. Gp.

M & G Group

Manufacturers Life Insurance Co.

Merchant Investors Assurance

NEL Pensions Ltd.

NPI Pensions Management Ltd.

New Zealand Ins. Co. (UK) Ltd.

Norwich Union Insurance Group

Pearl Assurance Co. Ltd.

Phoenix Assurance Co. Ltd.

Planned Savings Group

Premium Life Assurance Co. Ltd.

Property Growth Assur. Co. Ltd.

Providence Capitol Life Ass. Co. Ltd.

Provincial Life Assurance Co. Ltd.

Prudential Pensions Limited

Reliance Mutual

Rothschild Asset Management

Royal Insurance Group

Save & Prosper Group

Schroder Life Group

Scottish Widows' Group

Solar Life Assurance Limited

Standard Life Assurance Company

Sun Alliance Insurance Group

Sun Life of Canada (UK) Ltd.

Sun Life Unit Assurance Ltd.

Target Life Assurance Co. Ltd.

Transinternational Life Ins. Co. Ltd.

Trident Life Assurance Co. Ltd.

Tyndall Assurance/Pensions

Vanbrugh Life Assurance

Vanbrugh Pensions Limited

Welfare Insurance Co. Ltd.

Windsor Life Assur. Co. Ltd.

OFFSHORE & OVERSEAS FUNDS

Albany Fund Management Limited

Alexander Fund

Allen Harvey & Ross Inv. Mgt. (C.I.)

Alliance International Dollar Reserves

Arbuthnot Securities (C.I.) Limited

B.I.A. Bond Investments AG

Bank of America International S.A.

Banque Bruxelles Lambert

Barbican Managers (Jersey) Ltd.

Barclays Unicorn International

Bishopsgate Commodity Ser. Ltd.

Bridge Management Ltd.

Britannia Intl. Investment Mngt. Ltd.

Brown Shipley Tst. Co. (Jersey) Ltd.

Butterfield Management Co. Ltd.

CAL Investments (IoM) Ltd.

Capitalrex S.A.

Capital Asset Managers Ltd.

Capital International Fund S.A.

Charterhouse Japhet

Chawton Commodities (Isle of Man) Ltd.

Clive Investments (Jersey) Ltd.

Cornhill Ins. (Guernsey) Ltd.

Cortexa International

FT SHARE INFORMATION SERVICE

BRITISH FUNDS

"Shorts" (Lives up to Five Years)

1981 High	1981 Low	Stock	Price £	+ or –	Yield Int.	Yield Red.
[illegible]	[illegible]	Exch. 8¼pc 1981	[illegible]	......	8.23	11.53
99⅞	97¼	Exch. 9½pc 1981	99⅜	......	9.56	11.85
97⅝	95¼	Exch. 3pc 1981	97⅝	......	3.08	11.76
[illegible]	99⅛	Treas. Variable '81§§	[illegible]	......	13.45	12.26
103¼	99¾	Exch. 12¾pc 1981‡‡	100 [illegible]	......	12.66	11.46
97 [illegible]	95 [illegible]	Treas. 8½pc '80-82‡‡	97 [illegible]	......	8.69	11.69
95	91⅞	Treasury 3pc '82‡‡	94⅛	......	3.17	10.48
102 [illegible]	100 [illegible]	Treasury 14pc '82‡‡	101⅝	......	13.78	11.91
99	98 [illegible]	Treas. Variable '82§§	98 [illegible]	......	11.67	12.71
95¼	93 [illegible]	Treasury 8¼pc '82	95⅜	......	8.65	12.55
96 [illegible]	93 [illegible]	Exch. 9¼pc 1982	95½	......	9.58	12.79
[illegible]	92⅛	Exch. 8¾pc 1983	94⅛	......	9.27	12.51
89¼	84 [illegible]	Exch. 3pc 1983	88⅝	–½	3.39	10.16
99⅜	97⅜	Treasury 12pc 1983‡‡	98¼	+ [illegible]	12.21	13.04
98½	96¼	Treas. Variable '83§§	98 [illegible]	......	13.51	12.76
94⅛	92¼	Treasury 9¾pc '83	93 [illegible]	......	9.91	12.79
102 [illegible]	100¼	Exch. 13½pc '83	101 [illegible]	......	13.34	12.94
94½	92¼	Exch. 10pc 1983	93¼	......	10.72	13.10
87¼	84½	Funding 5½pc '82-84‡‡	86¼	......	6.39	11.53
96¼	94 [illegible]	Exch. 11¼pc 1984	95 [illegible]	–¼	11.74	13.04
103 [illegible]	101 [illegible]	Exchequer 14pc 1984	102 [illegible]	......	13.66	13.01
80⅝	76½	Exch. 3pc 1984	79	......	3.79	11.10
98⅜	96⅜	Treasury 12pc 1984	97 [illegible]	......	12.30	12.87
107¼	104⅞	Treasury 15pc 1985	106½	......	14.08	12.76
[illegible]	95 [illegible]	Exch. 12pc Cnv. '85	97½	......	12.31	12.81
75¾	73¼	Treasury 3pc 1985	74 [illegible]	......	4.03	11.01
[illegible]	14½	Treas. 11¾pc '85 (£15pd.)	24½	......	11.98	12.77
[illegible]	[illegible]	Exch. 12¼pc 1985	97 [illegible]	......	12.52	12.86

Five to Fifteen Years

Over Fifteen Years

Undated

INTERNATIONAL BANK

CORPORATION LOANS

COMMONWEALTH AND AFRICAN LOANS

LOANS

Public Board and Ind.

Financial

FOREIGN BONDS & RAILS

AMERICANS

CANADIANS

BANKS AND HIRE PURCHASE

Hire Purchase, etc.

BEERS, WINES AND SPIRITS

BUILDING INDUSTRY, TIMBER AND ROADS

CHEMICALS, PLASTICS

DRAPERY AND STORES

ELECTRICALS

ELECTRICALS—Continued

ENGINEERING MACHINE TOOLS

FOOD, GROCERIES, ETC.

FOOD, GROCERIES—Continued

HOTELS AND CATERERS

INDUSTRIALS (Miscel.)

هكذا من الأصل

INDUSTRIALS—Continued

INSURANCE—Continued

LEISURE

MOTORS, AIRCRAFT TRADES

Motors and Cycles

Commercial Vehicles

Components

Garages and Distributors

NEWSPAPERS, PUBLISHERS

PAPER, PRINTING ADVERTISING

PROPERTY

INSURANCE

PROPERTY—Continued

SHIPPING

SHOES AND LEATHER

SOUTH AFRICANS

TEXTILES

TOBACCOS

TRUSTS, FINANCE, LAND

Investment Trusts

INVESTMENT TRUSTS—Cont.

Finance, Land, etc.

OIL AND GAS

OIL AND GAS—Continued

OVERSEAS TRADERS

RUBBERS AND SISALS

1981 High	1981 Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
132	100	Anglo-Indones'n	128	−4	t3.33	3.2	3.7
125	91	Barlow Hldgs. 10p	121	......	3.0	1.1	3.5
103	68	Bertam Cons. 10p	83	......	0.8	1.8	1.4
510	440	Castlefield 10p	475	+5	6.0	2.3	1.8
65	45	Cons. Plants M$0.5	64	−1	Q18c	2.2	5.7
6½	6	Grand Central 10p	6	......	—	—	—
860	656	Guthrie £1	825	−25	30.0	1.1	5.2
230	166	Harrisons-Mly. Est. 10p	214	−3	8.0	0.9	5.3
85	47	Highlands M50c	82xd	−3	Q15c	φ	3.5
143	102	Kuala Kepong M$1	135	−3	Q25c	1.3	3.6
75½	47½	††Kulim M50c	74	−1½	Q12c	φ	3.2
403	330	Ldn. Sumatra 10p	400	......	φb8.0	3.1	2.9
171	87	Malakoff M$1	153	−1	Q17½c	φ	2.2
83	56	Malay. Plants. M$1	83	......	Q18c	1.3	4.2
163	150	Rightwise 10p	150	......	—	—	—

TEAS

India and Bangladesh

1981 High	1981 Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
235	220	Assam Dooars £1	225	......	6.0	0.4	3.8
205	197	Assam Frontier £1	197	......	10.0	2.3	7.2
415	380	Lawrie Plants £1	415		16.5	2.9	6.4
355	287	McLeod Russel £1	350	−5	15.0	1.0	6.1
290	268	Moran £1	275	......	t8.0	0.8	‡
212	188	Williamson £1	210	......	12.5	2.4	8.5

Sri Lanka

1981 High	1981 Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
450	355	Lunuva £1	450	......	s21.0	φ	7.5

Africa

MINES

Central Rand

Eastern Rand

Far West Rand

O.F.S.

Finance

Diamond and Platinum

Central African

MINES—Continued

Australian

1981 High	1981 Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
40	32	Acmex 50c	40	......	Q2.5c	—	3.3
23	14	ACM 20c	18	+1	—	—	—
21	14	Argosy Gold NL 25c	17	......	—	—	—
212	137	Bond Corp.	178	+2	Q7½c	1.9	2.2
102	76	Bougainville I Kina	89	+1	Q26.2c	1.0	15.3
302	214	CRA 50c	244	+8	Q19c	1.7	4.0
25	17½	Canada Northwest	19½	......	—	—	—
35	17	Carr Boyd 20c	18	+1	—	—	—
415	80	Central Pacific	110	+23	—	—	—
35	35	Cons. Gold Min. N.L. 50c	35	......	—	—	—
47	39	Cultus Pacific N.L.	38#	......	—	—	—
32	22	Eagle Corp. 10c	27	+1	—	—	—
40	29	Endeavour 20c	30	+1	—	—	—
500	310	G. M. Kalgoorlie 25c	380	+20	tQ13c	φ	1.8
25	11	Great Eastern	12	+1	—	—	—
275	180	Hampton Areas 10p	180	......	t2.5	2.4	2.0
168	70	Haoma Gold N.L.	72	......	—	—	—
85	42	Intl. Mining	43	......	—	—	—
245	140	Kitchener NL 25c	160	+20	—	—	—
105	45	Leichardt Expln.	50	......	—	—	—
430	275	Meekatharra	360	+20	—	—	—
70	49	Metals Ex. 50c	67	+1	¶Q3c	2.9	2.3
36	20	Metramar Mns. 20c	30	−2	—	—	—
257	190	M.I.M. Hldgs. 50c	257	−2	‡Q7.6c	1.7	‡
21	11½	Minefields Expl. 25c	13	+1½	—	—	—
108	83	Mount Lyell 25c	90	......	φtQ15c	1.7	8.7
20	14	Newmetal 20c	15	......	—	—	—
69	41	Nickelore N.L.	59	−1	—	—	—
204	149	North B. Hill 50c	173	+4	Q16c	3.1	5.4
84	50	Nth. Kalgurli	61	+1	—	—	—
175	94	Nth. Mining Corp.	144	......	—	—	—
122	46	N. West Mining N.L.	46	......	—	—	—
148	106	Oakbridge 50c	137	......	tQ12c	1.1	4.5
185	138	Otter N. L.	150	......	—	—	—
186	164	Pacific Copper	186	......	—	—	—
605	475	Pancont'l 25c	525	......	—	—	—
70	42	Paringa M&Ex. 5p	59	+1	—	—	—
525	375	Peko-Wallsend 50c	500	+2	φQ22½c	φ	2.3
43	27	Pelsart Res NL	39½	−1½	—	—	—
120	85	Seltrust A	110	+5	—	—	—
157	34	Southern Pacific	50	+10	—	—	—
72	42	Swan Resources 20c	42	......	—	—	—
18	11½	West Coast 25c	12½	......	—	—	—
300	227	Westn. Mining 50c	280	......	Q14c	1.6	2.6
27	19	Westmex	21	......	—	—	—
76	50	Whim Creek 20c	50	......	—	—	—
101	68	York Resources	75	+7	—	—	—

Tins

1981 High	1981 Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
16	10	Amal Nigeria 1p	11	......	‡t6.0	—	—
300	255	Ayer Hitam $M1	260	......	‡Q205c	1.0	‡
67	54	Beralt Tin	61	+2	4.5	3.2	10.5
155	125	Geevor	125	......	‡8.4	1.9	‡
10	8	Gold & Base 12½p	10	......	—	—	—
660	570	Gopeng Cons.	570	......	‡30.0	1.8	‡
450	390	Hongkong	390	......	21.0	φ	7.7
125	115	Idris 10p	118	......	26.0	φ	7.3
15	13	Jantar 12½p	15	......	1.5	φ	14.3
98	86	Kamunting $M0.50	86	......	‡Q80c	1.0	‡
775	545	Killinghall $M1	775	......	Q100c	φ	2.5
114	68	Malay Dredging 10c	114#	......	φhQ36c	0.9	6.4
65	30	Pahang	64	−1	0.44	0.3	1.0
103	92	Pengkalen 10p	92	......	3.5	0.6	5.5
380	345	Petaling $M1	345	......	Q180c	φ	10.1
25	19	South Crofty 10p	23	......	‡1.0	φ	‡
225	200	Sungei Besi $M1	215	......	‡Q480c	1.1	‡
175	95	Supreme Corp $M1	175	+15	¶Q15½c	φ	1.7
118	115½	Tanjong 15p	118	......	21.5	φ	1.8
90	80	Tongkah H. Tin $m	80	......	Q23%	0.4	5.7
410	350	Tronoh $M1	370	......	‡Q250c	0.7	‡

Copper

1981 High	1981 Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
295	165	Messina R0.50	290	+5	Q45c	4.7	8.9

Miscellaneous

1981 High	1981 Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
175	142	Anglo-Dominion	170	−5	—	—	—
55	40	Baryman	45	−1	—	—	—
24	14	Burma Mines 10p	19	......	0.75	0.9	5.6
315	180	Colby Res. Corp.	195	−10	—	—	—
270	200	Cons. Murch. 10c	260	−10	tQ30c	1.8	6.6
93	75	††Hemerdon 10c	85	......	—	—	—
180	135	Highwood Res.	155	+5	—	—	—
400	300	Northgate C$1	350	......	—	—	—
550	372	R.T.Z.	530	+55	16.0	φ3.1	4.4
£114	£93½	Do. 8½pc Cv. Ln. 95-2000	£114	+1½	Q8½%	—	f8.9
143	118	††SPO Minerals 10p	118	......	—	—	—
47	33	Sabina Inds. C$1	37	−1	—	—	—
38	28	††SWCM 10p	34	......	—	—	—
550	465	Tara Exptn. $1	520	+10	—	—	—

NOTES

Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures. P/Es are calculated on "net" distribution basis, earnings per share being computed on profit after taxation and unrelieved ACT where applicable; bracketed figures indicate 10 per cent or more difference if calculated on "nil" distribution. Covers are based on "maximum" distribution; this compares gross dividend costs to profit after taxation, excluding [illegible]

REGIONAL MARKETS

OPTIONS

3-month Call Rates

"Recent Issues" and "Rights" Page 40

FINANCIAL TIMES

Thursday April 30 1981

Zaire may break with diamond-selling group

BY GEORGE MILLING-STANLEY

The 14-year relationship between Zaire, the world's biggest producer of industrial diamonds, and De Beers' *Central Selling Organisation, the* major force in international diamond marketing, could end within a month.

If Zaire does break away it would be the first major threat to the CSO's virtual monopoly of world diamond marketing *since Ghana split with the* organisation in the late 1950s.

Zaire's importance, however, has been declining, with sharp *falls in output.*

Official purchases from the country's producers have become less significant in recent years because a substantial *portion of Zaire's* production is smuggled out of the country. The CSO has been remarkably successful in eventually acquir*ing these stones* to protect its market leadership.

The country's overall output of both gem stones and industrial diamonds, as officially reported, fell from a high point of 13.5m carats a year in 1974 to 8.1m carats in 1980. A further substantial *fall is expected* this year.

Many of Zaire's diamonds are smuggled to neighbouring Brazzaville, which has substantial officially-reported diamond exports even though it has no diamond mines.

From Brazzaville the stones usually find their way to Antwerp, a major trading centre, where the bulk are bought by the CSO at prices in line with those paid in Zaire for legal production.

Since 1967 the CSO has taken 100 per cent of Zaire's official production under an exclusive marketing contract.

This contract has been rolled over ever since, without any major re-negotiation, but in February, 1980, President Mobutu Sese Seko of Zaire said that Sozacom, the state mineral marketing agency, should assume responsibility for the marketing of all Zaire's minerals. Zaire is also a major force in world production of copper and cobalt.

On April 2 this year, a presidential ordinance decreed that Sozacom's assumption of responsibility would take effect immediately, but the agency was allowed a choice between concluding new agreements with existing partners or making its own arrangements.

The CSO, which is controlled by De Beers Consolidated Mines of South Africa, was uncharacteristically forthcoming on the subject in London yesterday. Mr. Tim Capon, who has been involved in negotiations on behalf of the CSO with Sozacom and Miba, the major producer of diamonds in Zaire, for more than a year, said the CSO had left a summary of its position and proposals on the table.

These proposals have not yet been discussed in detail, but the CSO has been told that Sozacom intends to sell by the end of May the two shipments of diamonds made since April 2 from Miba to the sorting office in Kinshasa, the Zairean capital.

This would appear to leave the matter in stalemate for the time being, a problem exacerbated by the fact that one of the principals in the negotiations, Sozacom's director general, Citoyen Lakuza, is at present visiting Brussels, Frankfurt and Washington.

Hedderwick liquidator issues £1.9m writ

By Christine Moir

MR. MARTIN FIDLER, the Stock Exchange's official liquidator of Hedderwick Stirling Grumbar, the failed stockbroking firm, yesterday issued a writ for £1,934,412 against Mr. Aggie de Souza, formerly the chief settlement clerk in Hedderwick's gilt-edged department.

The writ claims damages to Hedderwick as a result of Mr. de Souza's actions while an *employee of the firm. It calls* for the return of the sum mentioned.

Mr. de Souza was on the shareholders' register of Farrington Stead, the Manchester gilts investment management group against which Hedderwick has issued claims for £1.5m, from January, 1979 to May 1980.

It was the discovery of debts totalling almost £2m owed by Farrington Stead to Hedderwick which led to Hedderwick's collapse earlier this month, aborting a planned rescue by Quilter Hilton Goodison, the stockbroking *firm headed by* Mr. Nicholas Goodison, the Stock Exchange chairman.

Mr. de Souza remained head of Hedderwick's gilts settlement team right up till the last minute. It is not known where he had planned to move.

He joined Hedderwick in 1975 as part of a gilts team, led by Mr. Terence Webster, which moved from Vickers da Costa. Mr. Webster was expelled from the Stock Exchange in February last year after a Stock Exchange inquiry into Hedderwick's gilts dealings.

Mr. de Souza is a director of Crystal Palace Football Club, for which he made a £600,000 takeover bid in January this year. He was described then as "a wealthy stockbroker" but he was never a partner in Hedderwick.

Meanwhile although Farrington Stead has admitted partial liability for the £1.5m claimed by Hedderwick it is not clear how much of the money can be *recovered.*

Farrington Stead, which has given permission for accountants Touche Ross to investigate its books, has £1m in its *name* frozen in a National Westminser bank account.

Yesterday however Alexander Tatham, a firm of Manchester solicitors acting for some of Farrington Stead's 150 clients, claimed that the money belonged to the clients and not to *Farrington Stead.*

The solicitors disputed Hedderwick's claim to the £1m and the case will go to court next Tuesday.

The following Tuesday Mr. Fidler will chair a meeting of Hedderwick's creditors.

TUC membership falls for first time since 1920s

BY JOHN LLOYD, LABOUR CORRESPONDENT

MEMBERSHIP of Britain's unions is falling rapidly, in line with the rise in unemployment.

The number of workers who are members of unions affiliated to the TUC is expected to be 11m by the end of this year, *1m fewer than two years ago.* This is the first recorded fall since the 1920s.

Mr. Len Murray, the TUC general secretary, said yesterday the decline would present the TUC with "serious financial difficulties by the end of 1982."

The TUC general council yesterday agreed a rise in unions' annual affiliation fees from 40p to 47.5p per member — though there was some concern, expressed most forcefully by Mr. Larry Smith, the execu*tive officer of the Transport and* General Workers' Union, about the rise when the unions' own incomes were falling.

Mr. Murray told the general council that although the TUC was holding down costs as much as possible, it had spent money on providing the services the unions demanded and on carrying out the policy of the congress.

The TUC had deliberately *made "minimal" rises in affi*liation fees in past years and had drawn on its reserves. In the past for the TUC, as for many unions, income had been buoyant because of increases in *membership.* Mr. Murray said the reversal of that trend should "concentrate union minds" on the policy of keeping membership fees low.

The TUC expects an income of £4.8m this year, which should rise to about £5.5m next year after the increase in fees. The official TUC membership figure for its congress in September is expected to be about 11.5m, but the trend is for an actual membership of 11m by December.

Managerial unemployment soars

BY MICHAEL DIXON.

UNEMPLOYMENT among managerial and specialist workers in Britain has more than doubled in the past year, according to the State-supported Professional and Executive Recruitment Agency.

A count taken on April 23 showed that 108,256 experienced higher-grade staff were registered with the agency as unemployed. On April 1 last year the figure was 48,341.

The yearly rate of increase was about 117 per cent compared with about 68 per cent in seasonally adjusted UK unemployment as a whole.

The biggest increase was among draughtsmen and women. Only 599 were registered as out of work a year ago, compared with 3,329 this month—a rise of 431 per cent.

Unemployment among data-processing workers rose from 599 to 2,552, or 308 per cent, and among engineers and technologists by 193 per cent from 2,409 to 7,335.

Town planners and architects were the worst affected of the staff mainly associated with public sector employment, with 120 per cent increase. There were rises of 102 per cent among staffs of libraries and art galleries, 73 per cent among social and health workers, and 52 per cent among teachers.

In terms of numbers out of work, the biggest single category was managers of administrative and other functions apart from production, with 21,573, followed by teachers, 15,550, and marketing and sales staff, 15,042.

Jobs column, Page 18

Average earnings growth halved

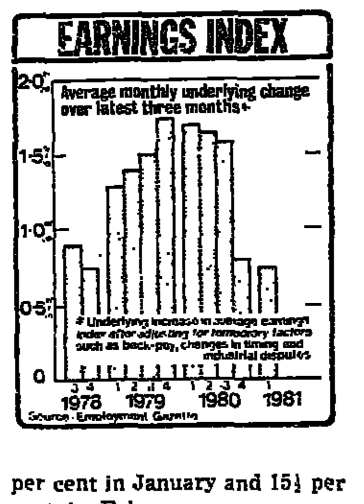
BY PETER RIDDELL, ECONOMICS CORRESPONDENT

THE RATE of growth of average earnings has halved in the last year as an increasing number of workers have agreed single figure pay rises.

Department of Employment figures published yesterday show that since last autumn the underlying increase in earnings has been about ¾ per cent a month. This compares with 1½ per cent a month a year ago.

The underlying rate indicates the change after adjusting for seasonal variations and temporary distortions such as back pay, industrial disputes and changes in the timing of settlements. This represents a clear guide to current pay trends.

The monthly rises since last autumn are equivalent to an *annual rate of increase of about* 10 per cent. The 12-month rate of change is still inflated by the inclusion of the high pay rises at the end of the last wage round. This rate has, nevertheless, slackened from a peak of 22 per cent last August to 17½



per cent in January and 15½ per cent in February.

The slowdown is consistent with reports from individual companies and from the Confederation of British Industry pay databank that most rises in manufacturing industry have been in single figures.

Increases in private sector services have been slightly higher on average, between 10 and 12 per cent.

About 3m employees are estimated to have settled in the current pay round—about a third of those covered by the earnings index.

The average earnings index *rose 16.4 per cent to 196.7* (January 1976=100, seasonally adjusted) in the year to February. This compares with a rate of 18.6 per cent in January. The difference between this and the underlying rate of 15½ per cent is that the base for the 12-month comparison a year ago was artificially low because of the British Steel strike.

The earnings figures should have been published two weeks ago but were delayed because of action by computer staff as part of the civil service dispute. The estimates of the underlying rate are given in a special article in the latest issue of the Department of Employment's monthly gazette.

Volkswagen profits down 52% last year

By Kevin Done in Wolfsburg

VOLKSWAGEN, West Germany's biggest motor manufacturer, had large losses in several major subsidiaries last year. After-tax profits fell by 52 per cent to DM 321m (£68m) from *DM 667m (£141m) in 1979.*

By contrast, Daimler-Benz, the prestige car and commercial vehicle producer, made clear yesterday that it *has* so far escaped the impact of the recession. It is increasing its dividend for 1980 to DM 11 from DM 10 the previous year, reflecting a significant rise in profitability.

Daimler-Benz gave no detailed profit figures, but said that the increased dividend was caused by a "succession of extraordinarily favourable factors." Group after-tax profits in 1979 were *DM 638m (£135m).*

The company is also raising DM 170m in a one-for-eight rights issue at par, or DM 50 a share. Daimler-Benz shares have been trading this week at DM 307.

Volkswagen, too, is planning a rights issue by 1983 at the latest to support its ambitious capital investment programme.

Despite the slump in group profits last year and in the first quarter of 1981, Volkswagen is pressing ahead with a programme which foresees capital expenditure of DM 13bn between 1981 and 1983.

Expenditure is being concentrated on new model programmes and rationalising and *streamlining production.*

In common with all West German volume car makers, Volkswagen has felt sharply the impact of increasing car exports from Japan. Herr Toni Schmuecker, VW's chairman, expressed concern that any agreement by the Japanese to limit car sales in the U.S. could result in a further flood of Japanese car imports into West Germany.

Details, Page 34
Japanese pressure on West German market eases, Page 5

Weather

UK TODAY

Temperatures near normal. Dry in South, cloud and rain in North.

London, South, East and Central Northern England, Midlands, S. Wales, Channel

Dry, cloudy, sunny intervals. Max. 14C *(57F).*

N.W. and N.E. England, N. Wales, N. Ireland, most of Scotland

Cloudy, rain, bright intervals.

N.E. Scotland, Orkney, Shetland

Showers. Cloudier with rain later. Max. 7C (45F).

Outlook

Dry. Rain in North and West. Temperatures near normal. Warm in South.

WORLDWIDE

		Y'day midday °C	°F			Y'day midday °C	°F
Ajaccio	S	17	63	London	C	12	54
Algiers	F	19	66	L. Ang.†	F	17	[illegible]
Amsdm.	R	10	50	Luxmbg.	C	5	41
Athens	S	20	68	Luxor	F	27	[illegible]
Bahrain	F	30	86	Madrid	F	16	61
Barclna.	C	17	63	Majorca	S	18	64
Belfast	C	13	55	Malaga	C	18	64
Belgrd.	F	13	55	Malta	F	21	70
Berlin	C	8	46	Melbne.	C	15	59
Biarritz	F	13	55	Mx. C.†		—	—
Bmghm.	C	12	54	Miami†	S	[illegible]	[illegible]
Blackpl.	C	10	50	Milan	F	16	61
Bordx.	C	15	59	Montrl.†	R	8	46
Boulgn.	C	10	50	Moscow	R	10	50
Bristol	C	11	52	Munich	C	7	45
Brussels	R	11	52	Naples	F	17	63
Budpst.	F	10	50	Nwcstl.	C	13	55
Cairo	F	30	86	N. York†	C	14	57
Cardiff	C	13	55	Nice	S	16	61
Cas'b'ca	C	18	64	Nicosia	S	20	68
Chicg.†	C	8	46	Oporto	S	19	66
Cologne	C	10	50	Oslo	F	8	46
Cpnhgn.	F	8	46	Paris	C	12	54
Corfu	S	20	68	Perth	F	22	72
Denver†	F	11	52	Prague	R	5	[illegible]
Dublin	R	13	55	Reykjvk.	C	1	34
Dbrvnk.	F	17	63	Rio J'o†		—	—
Ednbgh.	C	15	59	Rome	F	17	63
Faro	C	17	63	Salzbrg	C	8	46
Florence	F	18	64	S. F'cisco†	F	14	57
Frankft.	C	7	45	Singapr.	F	32	90
Funchal	F	16	61	S'tiago†		—	—
Geneva	C	9	48	Stckhm.	F	7	45
Gibraltar	C	15	59	Strasbg.	S	16	61
Glasgow	C	12	54	Sydney	C	18	64
G'rnsey	C	11	52	Tangier	C	14	57
Helsinki	C	5	41	Tel Aviv	F	21	70
H. Kong	C	28	82	Tenerife	C	12	54
Innsbrk.	C	9	48	Tokyo	S	21	70
Invrnss	R	15	59	Toronto†	C	9	48
I.o Man	C	12	54	Tunis	F	23	73
Istanbul	F	21	70	Valencia	S	17	63
Jersey	C	13	55	Venice	F	15	59
L. Plms.	F	20	68	Vienna	C	11	52
Lisbon	F	17	63	Warsaw	F	7	45
Locarno	S	17	63	Zurich	C	7	45

C—Cloudy. F—Fair. R—Rain. S—Sunny.
† Noon GMT temperatures.

THE LEX COLUMN

Overseas boost for Blue Circle mix

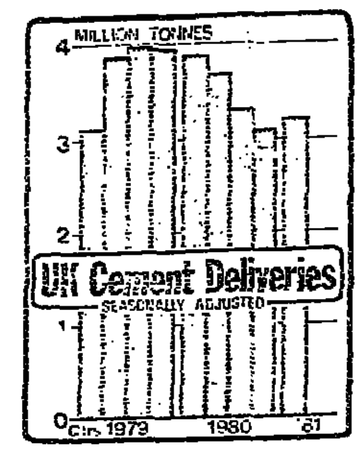
This was the year Blue Circle was set to break out of its four-year profits plateau. But it has performed the feat with considerable style. Against £51.9m pre-tax profits in 1979, outside forecasters had been expecting between £65m and £70m for 1980 following the 70 per cent gain at the interim stage. The actual outturn has emerged as £78.0m—rise of 51 per cent—and, helped by the *dividend increase,* the share price leapt 26p yesterday to 478p to produce a yield of 4.6 per cent.

The key to the improvement lies abroad, where there has been a 68 per cent jump in pre-tax contribution to £47.9m, with the bulk of the gain in the second half. Mexico has produced an extra 70 per cent, at about £15m, and there has been a similar improvement in South Africa. *A full year's contribution from Chile has raised profits from this source from* below £2m to £7m. The group seems confident of maintaining these higher levels, *while it* also has important extra capacity coming on stream, particularly in Malaysia.

But by comparison the UK performance has been mundane, though still impressive against a background of second half volume down 15 per cent (while a further 7 per cent volume decline is likely in the current year).

So UK profits could fall unless there is a further price rise in July, exposing Blue Circle still further to high overseas taxes and minorities (earnings per share for 1980 were up no more than a fifth) and also more subtly to a degree of dilution of earnings quality.

Index rose 5.4 to 579.9



BAT Industries

BAT Industries' maintained profits in 1980 (£479m pre-tax against £481m after an accounting change which boosts 1980 figures by £8m relative to 1979) represent an impressively sturdy performance. There has been a steep decline on the paper side, as shown by the 46 per cent downturn in trading profits at Wiggins Teape, and sterling's strength has hit the group hard. BAT has calculated that if struck at mid-April *1981 exchange rates, incorporat*ing a much stronger dollar, its 1980 profits would have been £21m higher at the attributable level, *which suggests something* like a £40m difference pre-tax.

Tobacco volume was up by 2 per cent worldwide, and the tobacco businesses, naturally enough in a recession year, produced a higher proportion (72 against 69 per cent) of group trading profit. In the U.S., though, BAT's market share *slipped further last year, from* 14 to 13.7 per cent, and the national launch of the Barclay low-tar brand, which now claims 1 per cent of the market, has not come before time.

In paper and packaging the worst may now be past—Mardon in particular is doing well in some areas—and the group's U.S. retailing businesses are performing well. International Stores, on the other hand, made no money in 1980 on £700m of sales; the year was disrupted by the incorporation of MacMarkets, but this busi*ness is beginning to run out of* excuses.

Recovery in paper and packaging and a lower level of *sterling could take BATs* profits sharply higher this year. This is to a large extent reflected in the share price, up another 17p to 335p *yesterday* where the yield is 8½ per cent, respectably covered by CCA earnings.

House of Fraser

In its February defence against Lonrho's bid, House of Fraser estimated pre-tax profits for the year just completed of not less than £34m. In the event the group has had a little room to spare with an outturn of £34.4m. Overall, this represents a decline of 7 per cent, but following the collapse of profits in the first half from £7.8m to £1m, there has been a gain in *the second half of* 14 per cent.

The key reason for this August-January improvement seems to have been the group's *strategy of running down stocks* through the summer and taking advantage of the bargain values offered by hard-pressed manufacturers in the late autumn. In the current year, with the destocking phase largely over, this trick may not be repeatable. Meanwhile the sharp increase in credit extended to customers has continued—with a 20 cent rise to about £120m—wh accounts for some of the 59 cent jump in the interest cha

The share price rose yesterday to 161p. So ever Lonrho gets the go-ahead renew its takeover offer i the Monopolies Commission looks as though the rec market strength will have to out of court the 150p a sh terms of last time.

Unilever

Unilever may have done *unthinkable* and cut its di dend, but its annual repo oozes financial strength. £50m fall in debt last year as with BATs—is largely effect of strong sterling. Unilever financed £434m capital spending out of ca flow in 1980, and the Decem balance-sheet shows net borr ings at less than 20 per ce *of shareholders' funds,* wh are not flattered by any relea *of deferred tax* or prope revaluation.

In some areas of the devel ing world Unilever is growi rapidly, but the problem is get margins up in the matu European markets. Here investment spending looks to paying off — employee produ tivity rose 6 per cent last yea There is also scope for rai ing the proportion of sal accounted for by relative high added-value products, es in detergents and margarin Business volume may not helping Unilever much so f *this year, but the mention* biotechnology in the annu report may be worth half point on the *p/e* ratio.

Royal Bank

The bids for the Royal Ba of Scotland Group have clea pointed up the potential c flicts between the interests managers and shareholde Thus in recommending improved Standard Charter terms in the offer docum now sent out, the Royal Ba chairman Sir Michael Herr gives extensive details of new jobs and positions be offered to the top Royal Ba men, but makes no apology the initial acceptance of mu lower terms from Standa Chartered. A takeover Hongkong and Shanghai, s Sir Michael, would mean " *fundamental objectives* . would not be so clea achieved." Maybe the pr offered to shareholders shou not be fixed regardless of t interests of other parties—b should it be the accidental pr duct of outside interventio Nor, of course, is the Hongko Bank necessarily finished ye

Prime rate up to 18%

Continued from Page 1

has been in a state of disorder, continuing to set record yield levels for new offerings and again forcing all but the most desperate corporate treasurers to postpone planned issues.

Yesterday's move did not prevent bond prices losing about half a point in morning trading and short-term interest rates moved slightly higher.

The dollar, always a beneficiary of higher interest rates, duly advanced against European currencies yesterday in heavy trading. The increase also triggered a sharp sell-off in the stock market.

Stewart Fleming writes from Frankfurt: The further rise in U.S. interest rates and the improved U.S. trade figures announced on Tuesday were among factors dealers cited for renewed pressure on the Deutsche Mark in foreign exchange markets yesterday.

The German currency, weak in recent days, fell sharply against the dollar in active trading in Frankfurt, prompting the Bundesbank, the German central bank, to intervene to sell dollars at the official fixing in Frankfurt.

The German currency, which closed at DM 2.185 on Tuesday, *at one point fell as low as* DM 2.2100 in Frankfurt yesterday.

In Brussels the Belgian *National Bank announced* a cut in its official discount rate, from 15 to 14 per cent. This was the second cut since crisis measures to defend the Belgian franc were imposed in March.

On March 31 the bank raised discount rate three points, to a post-war record of 16 per cent, under emergency measures to defend the Belgian franc against heavy speculation.

Foreign exchange dealers said the franc has recovered *substantially* since then and that the high interest rates have stopped speculation.

Sands continues his fast

Continued from Page 1

the Government's position nor would it be a matter for negotiation.

Mrs. Margaret Thatcher has refused to give in to demands that republicans should wear their own clothing and avoid *prison work on the* grounds that this would be tantamount to granting political status.

Fr. Magee spent an hour with Mr. Sands on Tuesday *evening.* His visit was at the express wish of the Pope, and he tried to persuade Mr. Sands to end his *protest.*

The Government yetserday came under growing international pressure to alter its stand on the issue of Mr. Sands.

Mrs. Indira Gandhi, the Indian Prime Minister, has *asked that Mrs. Thatcher should* intervene and save Mr. Sands

The Socialist group of the European Parliament also asked *Mrs. Thatcher to intervene by* sending a representative to talk to Mr. Sands in an effort to break the deadlock.

The 120-strong group, the largest in the 434-member parliament in a telegram from Brussels, said: "No sacrifice of *principle is involved by the* Government in such an action. The cost of inaction may be much higher."

Richard Evans, Lobby Editor, writes: Mr. Francis Pym, Leader of the Commons confirmed yesterday that the Government is considering whether legislation should be introduced to prevent a person standing for parliament or local government elections while serving a prison sentence.

Since Mr. Bobby Sands was *elected MP for Fermanagh* and South Tyrone there has been pressure on Ministers to introduce legislation to prevent a *recurrence.*

In a letter to Mr. James Kilfedder, Unionist MP for Down North, Mr. Pym said he appreciated the widespread concern but it was not as straightforward as it apeared.

The Government would need to consider a number of detailed points before legislation could be introduced but the issue was being considered carefully and ministers hoped to be able to reach a decision "fairly soon."

Mr. Kilfedder, in a statement yesterday, urged the leaders of the various Unionist parties in Ulster to arrange urgent discussions to present a united front should violence erupt after the death of Mr. Sands.

Registered at the Post Office. Printed by St. Clement's Press for and published by the Financial Times Ltd., Bracken House, Cannon Street, London, EC4P 4BY.